هكذا من الأصل

Buying The Times overseas
Austria Sch 32; Belgium B. Frs 60; Canada $2.75; Canaries Pes 220; Cyprus 90 cents; Denmark Dkr 16.00; Finland Mkk 15.00; France F 11.00; Germany DM 4.00; Gibraltar 80p; Greece Dr 300; Holland Gl 4.00; Irish Republic 50p; Italy L 3,000; Luxembourg Lf 55; Maddira Esc 250; Malta 43c; Morocco Dir 25.00; Norway Kr 16.00; Pakistan Rps 18; Portugal Esc 250; Spain Pes 220; Sweden Skr 16.00; Switzerland S Frs 3.50; Tunisia Din 1.50; USA $3.00.

THE TIMES

No 64,242 THURSDAY JANUARY 30 1992 40p

BOOK REVIEWS
Life & Times
Pages 4,5

Colonel says government failed to protect army spy who risked life for his country

Hero British agent 'saved 200 lives'

The trial of Brian Nelson, already controversial after allegations of plea bargaining, yesterday heard how the British Army runs its intelligence network in Northern Ireland, **Edward Gorman** reports.

THE covert, murky world of British army agents being run inside paramilitary groups in Northern Ireland was laid bare yesterday in a hearing which led to the government being accused of failing to protect from prosecution a man who had risked his life in its service.

In a dramatic and assured performance, a British army colonel, giving evidence in mitigation in the case of Brian Nelson, told the court of the agent's perilous and shadowy schizophrenic existence in the underworld of the troubles.

The colonel said Mr Nelson met his army handlers about once a week though locations and methods were constantly varied to protect him from being compromised. Between 1987 and 1990 Mr Nelson's information filled about 730 top secret reports, detailing threats to the lives of 217 people. Of the 217, only five subsequently died, according to the colonel. The colonel said Mr Nelson, the British Army's top agent inside the Loyalist paramilitary Ulster Defence Association, was a "hero" who continuously risked his life to thwart terrorist assassinations. Mr Nelson, who will be sentenced later, pleaded guilty last week to 20 terrorist charges including five conspiracies to murder. Two murder charges against him were dropped.

After the colonel had described how the security services ran Mr Nelson's clandestine life, his defence lawyer, Desmond Boal, QC, said the government was guilty of dishonesty at the highest level. Mr Boal said existing Home Office guidelines on agent running which stipulated that agents must not commit criminal acts, were unrealistic in a Northern Ireland context. He said if they were followed to the letter, then it would not be possible to run army agents in Northern Ireland.

He said that Mr Nelson had been invited to commit criminal acts by those in authority and seduced into thinking that, so long as he did not involve himself in murders, he would not be prosecuted. Mr Boal added: "There appears to be something awry, something lacking, in a system which allows this man to work for the community in the way he did and which allows him to stand in the dock facing your Lordship's decision." He appealed to Lord Justice Basil Kelly for dramatic leniency in what he called a "wholly exceptional case". The colonel's identity was not disclosed, but he said he had been in command of army intelligence in Northern Ireland between 1986 and 1989. He was dressed in a blue blazer with a silk handkerchief in his top pocket, a blue shirt and a green-and-blue striped tie. He spoke with a trace of a Scottish accent.

Insisting that Mr Nelson was "a very courageous man", the colonel declared: "There are a number of people in this country who owe their lives to him, including a number of well-known personalities, including some who have complained about Nelson's activities." He also claimed that no real guidelines had been laid down regarding the infiltration of paramilitaries in Northern Ireland.

The colonel told the court: "From the Home Office guidelines I am aware of, they are more appropriate for dealing with the criminal fraternity in the east end of London, rather than the terrorist fraternity in Northern Ireland." He went on: "It annoys me that the system is not able to recognise the difficulties of an agent in Northern Ireland — as a result, Brian Nelson is a victim of the system. Whatever he might have done, he would not have done it if I had not been reponsible for his recruitment . . ."

He described Mr Nelson, who listened intently to his former boss from the dock, as a man who worked for honorable motives and whose intelligence was always reliable and of the highest value. Nelson's reports or the information gleaned from them, were regularly discussed with the general officer commanding, with senior police officers, sometimes including the chief constable of the Royal Ulster Constabulary, and with the Northern Ireland secretary.

While he had made "occasional errors of judgment," Mr Nelson had saved the lives of scores of people, including Gerry Adams, president of Sinn Fein, and had continued his work despite a fierce interrogation of him by his Loyalist colleagues, during which he was repeatedly givend electric shocks using a cattle prod.

Mr Nelson, aged 44, of West Circular Road, north Belfast, was originally arrested by detectives working for John Stevens, formerly deputy chief constable of Cambridgeshire, during his investi-

Continued on page 2, col 5

INSIDE

ADDED IN

Accountancy Times, a new weekly page in Business News, is introduced by **Andrew Likierman** with a lesson for Britain from France, plus **Robert Bruce** on the pressure to change the profession's ways
Page 27

LIFE & TIMES

ON HOLD

Hippolyte Girardot stars in *Hors la vie*, a powerful account of a French photographer taken hostage in Beirut
Life & Times, Page 1

IN WRITING

What did you do in the Great War? Eric Griffiths reviews the letters of **Marcel Proust** 1911-1917, the period of *A la recherche*
Life & Times, Page 5

Yeltsin will ask Major to make Trident cuts

BY DAVID WATTS AND MARY DEJEVSKY

PRESIDENT Yeltsin and John Major will today discuss the targeting of Russian nuclear missiles on British cities in the light of sweeping arms cuts proposed by both superpowers in the past 36 hours. The Russian leader is expected to press Britain to join the arms reduction race by modifying its own Trident project.

Mr Yeltsin yesterday announced a 10-point arms cut programme in response to President Bush's State of the Union address, which called for the elimination of land-based multiple-warhead missiles. The two leaders are to meet at Camp David on Saturday to discuss the cuts and Mr Yeltsin's earlier offer to target his missiles away from American cities.

Last night, Mr Yeltsin was asked in a BBC interview whether he would make a similar offer to Mr Major today, but while he said the issue would be discussed, he made no promises. Pressed on whether such a move was linked to Britain's adoption of the Trident system, he said the issue was complicated, and called on Britain, France and China to look at the Russian initiative and consider modifying their programmes. He did not want to continue regarding Britain as a potential enemy.

The government also came under pressure from both opposition parties yesterday to reduce the Trident project. Gerald Kaufman, the shadow foreign secretary, said the prime minister wanted to triple the number of warheads on nuclear submarines in this country while Mr Bush wanted to cut America's by a third. Paddy Ashdown, the Liberal Democrat leader, made the same point, adding: "There is a real danger that this government will look totally out of tune."

Britain is planning to replace Polaris, with its 192 warheads, with four Trident submarines capable of carrying 512 warheads. Three of the new boats are being built and a fourth is due to be ordered soon. Mr Major and his ministers insisted yesterday that they would not be persuaded to scale down the project, even though the decision on how many warheads were needed was made at least a decade ago.

"We have made very substantial reductions both in our nuclear capacity and in our conventional capacity," Mr Major said in a radio interview last night. "But you have to set that against the sum total of nuclear and conventional capacity that we have compared, for example, with the Soviet Union and the United States. It is a very tiny proportion of the nuclear capacity they have, about one-fifteenth even after they have taken into account the cuts they propose."

Tom King and Douglas Hurd had earlier insisted that the Trident submarines constituted the minimum deterrent. Mr King said that London had never been part of the superpower nuclear build-up and therefore, "the build-down is not something that we're in either". Comparing the British nuclear force with that of the Commonwealth of Independent States was like setting Will Carling's 15-man team against a 300-strong force with 10,000 reserves in the stands.

The defence secretary will, however, today offer Marshal Yevgeni Shaposhnikov, commander of the Commonwealth of Independent States' joint forces British help in transporting, dismantling and destroying nuclear weap-

Continued on page 18, col 3

Bush blitz, page 7
Leading article and diary, page 15

Vanguard of change: Boris Yeltsin welcomes James Baker, American Secretary of State, in Moscow yesterday

INSIDE

Wife-killer walks free
A man who strangled his wife in front of their three children to stop her incessant nagging walked free from the Central Criminal Court in London yesterday after a jury had cleared him of murder.
Judge Denison gave Bisla Rajinder Singh, aged 44, of Erith, Kent, a suspended sentence for manslaughter so that he could maintain a family life with his children ..... Page 3

Happy to pay
Most parents who could afford it would be prepared to pay more than £1,000 a year towards their children's higher education, according to a poll published by university vice-chancellors ..... Page 2

Solicitor loses
A solicitor who said she was publicly humiliated after being dismissed yesterday lost a High Court claim for slander damages. She faces a costs bill estimated at £100,000 ..... Page 3

Likud decides
Israel yesterday appeared to be heading for a June election when the ruling Likud party and the opposition Labour party agreed to go to the polls that month. The 23rd is the favourite date ..... Page 10

INDEX

Births, marriages, deaths	16,17
Law Report	30
Letters	15,30
Obituaries	17
Parliament	6
Pages in Life & Times section	
Arts	2,3
Appointments	7-22
TV and Radio	24

05
9 770140 046046

Ministers weaken on home rule

BY JILL SHERMAN
POLITICAL CORRESPONDENT

SENIOR ministers yesterday opened the door to reconsidering home rule in Scotland after an opinion poll which showed that half the Scottish people want independence.

Although Downing Street made clear that the prime minister favoured maintaining the union, Tory MPs were privately admitting that the party would have to consider devolution if it did badly in Scotland in the general election. Ian Lang, the Scottish secretary, appeared to soften the government's stand on home rule.

Labour, which is committed to a Scottish parliament, took the first steps towards proportional representation in Scotland by endorsing an additional member system.

Parliament, page 6

74,000 families get repossession orders

BY RACHEL KELLY, PROPERTY CORRESPONDENT

MORE than 74,000 families in England and Wales received court repossession orders for their homes last year, a 35 per cent increase on the previous year, statistics released by the Lord Chancellor's department showed yesterday. The Building Societies Association, however, believes that the figure for actual repossessions will be even higher, as up to 36,000 give up their homes before receiving court orders.

Adrian Coles, head of external relations at the association said: "These figures from the Lord Chancellor's department are not comparable with our own figures. They do not reflect the actual number of repossessions, which we anticipate will be about 80,000 last year.

"If you look at the figures quaterly, you notice a downturn in the fourth quarter. I think this is significant and more optimistic than taking the figures as a whole." The association will release its figures on February 13.

Michael Harloe, professor of sociology at Essex University and a housing specialist, said the association had estimated that 60 per cent of those facing court orders were likely to have their homes repossessed, but they were only the tip of the iceberg. "One has also to remember people who just walk away and give up."

Those facing court orders are chiefly in the South and Southeast, with the London borough of Croydon topping the list with 2,306. Portsmouth was the worst-hit provincial town, with 1,211.

Towns where no homeowners faced court orders included Hyde, Manchester; Bletchley, Northamptonshire; the City of London, and Beverley, Humberside.

Lloyd's 'lost £750m'

BY JONATHAN PRYNN

LLOYD'S of London insurance market losses could reach £750 million for 1991, according to Chatset, the independent analysts. The figure adds to record losses seen in the previous two accounting years at Lloyd's.

The only optimistic note provided by Chatset was the hope that "improvement may be seen in the next two years".

The £750 million figure does not take into account four of the biggest catastrophes of the year: Typhoon Mireille, a severe hailstorm in Calgary, Canada, the fires in Oakland, California, and Hurricane Bob in America. The 1991 projections were rejected by underwriters.

Further losses, page 19

Administrators withdraw the Mirror from sale

BY NEIL BENNETT, BANKING CORRESPONDENT

MIRROR Group Newspapers, the publisher of the *Daily Mirror*, has been withdrawn from sale by administrators to the late Robert Maxwell's private companies while MGN and its accountants solve uncertainties surrounding its financial position.

Arthur Andersen, the administrator of the private companies, which own a 51 per cent stake in MGN, said in a statement last night that it "saw no reason to sell the shares rapidly and they are not currently being offered for sale".

Kevin Maxwell was yesterday told by the Court of Appeal to answer questions from liquidators about the millions of pounds missing from Maxwell company pension funds. He is now due to be interviewed by Robson Rhodes, the provisional liquidator of Bishopsgate Investment Management.

Andersen has decided to withdraw MGN from sale after it became clear that the group would not fetch a high price while its finances remained in doubt. The group is trying to recover £100 million removed from the company before Robert Maxwell's death, while its pension fund has suffered a loss of more than £350 million.

The statement, from John Talbot, a partner in Arthur Andersen, said that it had received many approaches about the MGN shares, but that it was "co-operating with the board of MGN and will give consideration to the timing of any sale of the shares when comprehensive information is available from the board".

The decision to delay the sale has been agreed to by the Maxwell companies' banks, led by National Westminster. The banks now own most of the stake and hope that a sale will reduce the companies' debts of £1.3 billion.

MGN's additional liabilities have already deterred several potential buyers, including Pearson, publisher of the *Financial Times*, and a consortium led by Mercury Asset Management.

The Andersen decision is, however, a blow to the management buy-out team led by Sir Peter Parker, former chairman

Continued on page 18, col 1

Administration cost, page 23
Law report, page 30

Maxwell: on his way to court defeat yesterday

University poll findings

Well-off parents are 'happy to pay extra' for higher education

BY JOHN O'LEARY, HIGHER EDUCATION CORRESPONDENT

MOST parents who could afford it would be prepared to pay more than £1,000 a year towards their children's higher education, according to a poll published by university vice-chancellors.

Although only 40 per cent of people interviewed by Mori were prepared to pay extra fees to help to cover university costs, a majority of those earning more than £15,500 said that they would do so. Some would contribute up to £5,000 a year.

The results were published as the author of a prestigious report called for young people to stay in education until the age of 21. Sir Christopher Ball, whose last report influenced the government's expansion plans for higher education, proposed a phased increase in the age at which formal education should end when he presented the results of a two-year enquiry into post-16 education and training. He proposed that, within ten years, everyone should remain in full or part-time education until 18, rising to 21 within 20 years.

Mori's findings, which were immediately contested by lecturers and professors, will put the universities on a collision course with the government. Both the prime minister and Kenneth Clarke, education secretary, have told the vice-chancellors that they oppose "top-up" fees because of the potential damage to the expansion of higher education.

Vice-chancellors and polytechnic directors have identified higher fees as the only realistic source of funding for the extra staff, equipment and buildings necessary to educate a third of all school-leavers, as the government wants. They fear that standards will fall if they have to rely on state support and corporate funds.

The Association of University Teachers seized on the high proportion of "don't knows", more than a third of those interviewed, as evidence of confusion on the subject. The Conference of University Professors, while welcoming the research, expressed caution about the findings on fees. Professor Brook Benjamin, chairman, said: "A great many families could not afford £1,000 a year for higher education."

Although almost three-quarters of those interviewed thought that the government should spend more on each student, only half expected all the extra costs of expansion to be met from the public purse. Of the 4,000 people in the survey, 44 per cent thought that students should go to their local universities and live at home. Only one person in nine thought that university research was a waste of time. However, the most common priority was for better job training.

Sir Christopher, a former warden of Keble College, Oxford, who chaired the national advisory body responsible for polytechnics and colleges, argued in his report, *Profitable learning*, that financial incentives were essential to increasing participation and raising attainment. He says the investment would be justified because learning paid off for the individual and the nation.

In a ten-point plan, he advocates more ambitious long-term targets, financial incentives to reward success, legislation to prevent employers hiring teenagers without providing acceptable training, and tax changes for companies and individuals. He also calls for the establishment of a National Foundation for Learning to encourage good practice in education, and a unified government department of education and training.

Public attitudes towards universities (CVCP, 29 Tavistock Sq, London WC1H 9EZ: £16)
Profitable learning (8 John Adam Street, London WC2N 6EZ: free)

Scene of devastation: police survey vehicles in a road accident and explosion after which six people were being held under the Prevention of Terrorism Act last night. The accident, in Berkshire, left a car with Irish registration damaged and another wrecked by an explosion (Stewart Tendler writes). The six were held yesterday in a series of arrests after the accident, which took place on Tuesday night at Ufton Nervet, about ten miles west of Reading. The area includes a number of government sites including the Aldermaston scientific site and a Wren training school. According to villagers, police were called after a Nissan car with Dublin number plates collided with a Saab 900 Turbo, understood to be registered in Middlesex. The Saab caught fire.

Students offered cut-price food

INCORRECT claims that students are dropping out of courses because of growing debt have distracted attention from genuine cases of hardship on British campuses (John O'Leary writes).

The withdrawal of welfare benefits together with a shortage of vacation work brought matters to a head last summer, when Citizens' Advice Bureaux saw large numbers of students in financial difficulty and some student unions ran soup kitchens.

Vice-chancellors forecast an increase in the drop-out rate, which has not yet happened.

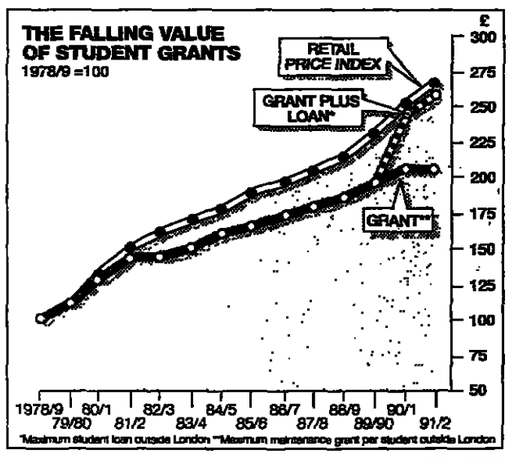
Feelings ran sufficiently high before Christmas to provoke the biggest wave of sit-ins for almost 20 years.

Warwick University students' union is putting £30,000 into a series of initiatives from next month, including selling cut-price food, to help members facing hardship. Another unnamed university reported 60 per cent of its students in debt by the middle of October.

Although government loans have increased this year, the grant remains frozen and some students have also lost hundreds of pounds in housing benefit. The value of the grant has fallen by over 20 per cent in ten years.

Demand for student loans has soared, with the number of applications standing at 142,654 yesterday, compared with 85,547 on the same day last year.

Although the vice-chancellors now admit that drop-out rates have decreased this year, the National Union of Students maintains that this is a temporary respite and says debt will grow unless the government provides more funds.



Rover to offer jobs for life

BY KEVIN EASON
MOTORING CORRESPONDENT

ROVER is poised to become the first British car-maker to guarantee its 35,000 workers jobs for life under a new deal which adopts Japanese-style employment agreements.

Unions and management at the company were last night negotiating final details of the deal after weeks of consultation at the company's key plants in the Midlands. Rover is offering to stop all compulsory redundancies, ending the traditionally uncertainty of the motor inductry in Britain.

George Simpson, Rover chairman, wants the company to offer a "cradle to grave" career structure which offers security and the opportunity of advancement.

The company also wants to end clocking-on, handing responsibility for hitting productivity and efficiency targets to assembly line staff.

In return, unions have been asked to abandon traditional demarcation lines and allow assembly workers to move into teams which run their own divisions within the factory. Both sides were optimistic last night that a deal could be agreed.

Nissan at Washington, Tyne & Wear, already operates a similar agreement but it started from scratch on a greenfield site in 1986 and with 3,000 workers recruited from other industries in the region.

Rover has 50 years of entrenched labour practices to overome and a workforce which is on average much older than that at Nissan.

However, the new manufacturing bases run by Japanese manufacturers, Nissan, Honda and Toyota, are forcing rapid changes at Rover and other British-based car makers.

Analysts say Nissan will be able to produce 75 cars per worker this year at Washington compared with 14 at Rover and just eight at Ford's British plants.

Mr Simpson has set Rover a target of raising productivity by 30 per cent in three years. He says that job cuts can be achieved by natural wastage, early retirement or voluntary redundancy.

Army agent saved lives, colonel tells court

Continued from page 1
gation into collusion between the security forces and Loyalist paramilitaries. Senior army officers were said to have been appalled when they found he had been detained.

Last week he pleaded guilty to 20 terrorist charges including five counts of conspiracy to murder, possession of intelligence documents and possessionof a sub-machinegun. Two counts of murder were unexpectedly dropped, provoking claims that a plea bargain deal had been struck to ensure that details of army agent running in Northern Ireland did not emerge at length in open court.

Yesterday the colonel volunteered considerable information on Mr Nelson's behalf and criticised the lack of guidelines of running such an agent. The colonel told Belfast crown court that in January, 1987, he had identified an intelligence gap in the UDA and after examining old files on Mr Nelson, then working as a foreman for a building firm in Germany, he decided to re-recruit him.

Mr Nelson was then flown back to Heathrow and it was agreed that he would infiltrate the intelligence arm of the Ulster Defence Association, an organisation with which he had previously been associated. He is reported to have become the UDA's chief intelligence officer responsible for gathering intelligence and carrying out surveillance on republican targets. Mr Nelson, a former soldier in the Black Watch, was paid approximately £200 a week, the colonel said, but he was not motivated by money and his pay was not related to his performance which, the colonel said, was no way to run agents.

Nelson: his loyalty was to the army, not UDA

Mr Nelson was motivated partly by a desire to atone for previous misdemeanors and partly to help bring down the UDA, the colonel said. But his biggest motivation was his loyalty to the Army and his desire to play his part in the intelligence team running him. "He wanted to be a member of the team," the colonel said. "His loyalty was to the army, the security forces and the security system, not to the UDA."

The colonel said Mr Nelson had detailed threats to the lives of 217 people, and only only five subsequently died. One was shot dead by the SAS in Gibraltar, one died of natural causes and three were shot by Loyalists. "In my view he was a prolific provider of information," the colonel said. "Although there were occasions when murders did take place, he was not privy to information in advance."

Inevitably, as the five guilty pleas to conspiracy to murder attested, he would occasionally get the balance wrong, the colonel argued. "It is no surprise," the colonel explained, "...that he did not get it right all the time. He was bound to make mistakes and undoubtedly he did. There were times when he did not pass on information quickly enough," he added.

The colonel said many people owed their lives to Mr Nelson, including some who had been complaining that he was not going to be prosecuted to the full. In May 1987 Mr Nelson's information ensured that an attack on Gerry Adams, president of Sinn Fein, was thwarted.

Mr Nelson lived in a state of continuous danger, always fearing that he would be compromised. He had to keep his clandestine role secret from even his closest family. In August, 1988, he came under suspicion within the UDA, but despite being repeatedly electrocuted, did not break under interrogation.

The court adjourned. Mr Nelson is to be sentenced later.

Labour's slim-line voice for capital

BY DOUGLAS BROOM
LOCAL GOVERNMENT CORRESPONDENT

LABOUR yesterday promised a new "voice for London" in the shape of a slimmed down version of the Greater London Council elected by proportional representation if it wins the general election.

With only 30 seats, 54 fewer than its predecessor which was abolished by the present government in 1986, the new Greater London Authority would take charge of transport, strategic planning, the arts, the police and the fire brigade.

Up to half of the seats would be reserved for women and the members of the new authority would be elected on the basis of the number of votes cast for their parties across the capital as a whole.

Last night, the Conservatives condemned the scheme. Michael Portillo, the local government minister, called it an albatross around the neck of London. "No matter how much Labour protests to the contrary the difference between the GLC and the proposed GLA is that the new body will have control of the police on top of everything else in which the GLC interfered," he said.

Labour intends that the new body would be funded mainly by government grant and it would have no powers to add to council tax or rates bills levied on individuals. In place of the sprawling bureaucracy which characterised the GLC the new body would be run by a small team of professional staff headed by a chief executive and seven directors. They would buy in services from outside bodies and would have the power to invite industrialists, businessmen and other specialists to join them to work on specific projects.

Leading article, page 15

Graduate in maths wins Times law award

BY FRANCES GIBB

NICHOLAS Shea, a mathematics graduate from Oxford University, was presented with the first prize of £3,000 last night in *The Times* Law Awards competition sponsored by the City law firm Freshfields.

The prize, including a two-week placement at Freshfields, was presented by Lord Mackay of Clashfern, the Lord Chancellor, for Mr Shea's essay on the competition title, "The future of the environment: will legislation or self-regulation protect it best?" Mr Shea is one of a growing number of non-law graduates who want to enter the law. He is taking a conversion course at City University. The winners of the top three prizes this year were non-law graduates.

The £2,000 second prize went to Craig McGuire, and the £1,000 third prize to Colin Corbally. The three runners-up, each receiving £100, were Henry Bewley, Sarah Wheeler, and Lindsay Croisdale-Appleby.

A full report of the awards will appear in Law Times on Tuesday.

Watson leaves intensive care

Michael Watson, the boxer who received severe brain injuries during a title fight against Chris Eubank four months ago, has been moved out of intensive care.

Watson, aged 26, who has come out of a coma but remains unable to communicate, has been moved to the rehabilitation centre of St Bartholomew's hospital, London. He will undergo therapy at the unit, in Homerton, east London, while remaining under the care of Peter Hamlyn, the neurosurgeon. Mr Hamlyn has said that he expects the boxer, who is now breathing without a ventilator, to have permanent neurological damage.

Death verdicts

Verdicts of accidental death were returned at an inquest in Carno, Powys, on two pilots killed in a mid-air crash 350ft above the village. Robert Cooper, aged 46, was photographing houses when his single-engine Cessna was sliced in two by an RAF Jaguar jet piloted by Wing Commander John Mardon, aged 40. His co-pilot on the low-level training flight ejected to safety.

Fog deaths

Four people died in road crashes yesterday as fog shrouded much of Scotland and north England. In the worst accident a school bus driver was killed and ten children injured when the vehicle collided with another bus and a car at Ballingry, Fife. Three people died in separate crashes in Humberside.

CORRECTION

On January 21, the *Times* diary described James Kilfedder as "Protestant MP for Down North". He is correctly described as the Popular Unionist MP for that constituency, and we apologise for the error.

Half of traffic wardens' time wasted

Traffic wardens may not be giving value for money, **Michael Dynes** reports

TRAFFIC wardens are a scarce resource being squandered because of the failure of local authorities and the police to maximise their full potential, according to an audit commission report.

The 5,000 traffic wardens in England and Wales, who play an increasingly vital role keeping traffic moving on urban streets, costs £50 million a year. However, little attention has ever been paid to their effectiveness or improving their value for money, the report said.

Almost half a warden's time is spent unproductively walking between parking enforcement zones, while the average warden has 30 days' sick leave a year — more than twice the level for police officers and almost four times the level in industry. The report said that careless parking can cause congestion and accidents to other road users out of all proportion to the benefits to individual offenders.

However, the 5.7 million recorded parking offences in 1990 were likely to be merely a fraction of the total. Few authorities had any idea of the levels of evasion in their area because few had bothered to find out.

Moreover, most authorities had no idea of the extent to which their roads are subject to restricted or controlled parking regulations. "They operate incrementally, adding new restrictions as the need arises, but barely removing older ones which may have outlived their usefulness," the report said.

The effects of low morale among traffic wardens and poorly considered out parking policies had been greatly exacerbated by the casual attitude of motorists towards the parking regulations.

"Persistent, flagrant breaches of yellow lines do not even have a bearing on qualification to hold a driving licence. Many drivers perpetrate them casually and regard the penalties as an occupational hazard. "There seem to be no victims to protect, there are no significant moral dimensions, little thanks to be had from the rest of society, and potentially a lot of resentment from the offenders," the report said.

Under the 1991 Road Traffic Act, wardens will concentrate on policing the proposed 300 mile red route network, which should lead to improved enforcement. However, improved management of traffic wardens will also be necessary, the report said. "If it is worth the police spending £50 million a year on traffic wardens it is worth managing them well."

Fine Lines: Improving The Traffic Warden Service (Stationery Office: £6)

Leading article, page 15

Husband set free after strangling nagging wife

By Lin Jenkins

A MAN who strangled his wife in front of their three children to stop her incessant nagging walked free from the Central Criminal Court in London yesterday after a jury had cleared him of murder.

Judge Denison gave Bisla Rajinder Singh, aged 44, of Erith, Kent, a suspended sentence for manslaughter in order that he could maintain a family life with his children, who would suffer if their father went to jail. Rajinder Singh, a shopkeeper, had denied murdering his wife, Abnash, also 44, at their home last May, but admitted manslaughter on the grounds of provocation. He was sentenced to 18 months in prison, suspended for a year.

The judge told him: "You have suffered through no fault of your own a terrible existence for a very long time. You bore it better probably than most people would have done until, finally, your self-control snapped and you did what you always admitted doing. I do not see that sending you to prison is going to do you any good and, far more importantly, is going to do your children any good. In fact, it would do them positive harm."

Michael Stuart-Moore, QC, for the prosecution, told the court that the couple had an arranged marriage in 1973 and it had been unhappy from the start. For years, Abnash Singh terrorised her family with insults and bullying, he said. "She was, in truth, a very domineering lady who rather wanted to rule the roost over the family and to lay down the law at home. In doing so, she had a sharp and persistent tongue."

Rajinder Singh had strangled his wife after she shouted and swore at him for two hours. He first grasped her around the neck with his hands and then used a cord. His son Harnek, aged 15, encouraged him, struck his mother in the face, threw chopped chillies over her, put an onion in her mouth, ordering her to eat it, and shouted: "Let's see what you can do now, bitch. You can't hit us any more."

His sister Raneeta, aged 16, tried to stop her father and pleaded: "She is not worth going to prison for. We have already been in prison here for 15 years." The killing was also seen by the couple's six-year-old son.

Mr Stuart-Moore said that in the days before the killing Rajinder Singh had been subjected to a constant stream of abuse. On the day in question, his wife "was shouting in Punjabi and English, using cutting, hurtful phrases. It was a stream of foul abuse," he said.

After the killing, Rajinder Singh called the police and an ambulance and later told detectives: "I did not mean to hurt her. I just wanted to shut her up."

The court was told that charges against the son were not being proceeded with.

Rajinder Singh: stream of abuse from his wife.

Raneeta Singh: tried to stop the killing

Holes-in-the-heart baby goes home

STUART FORSTER

Ordeal over: Becky Cunningham, aged five months, who confounded surgeons by surviving two major operations after being born with five holes in her heart, preparing to go home with her mother Susan Cunningham yesterday. Her father David was also there to take Becky from Killingbeck Hospital in Leeds to their home at Bridlington, East Yorkshire, where her brothers David and Robert gave her a warm welcome. Mr Cunningham, aged 34, said: "When she was born we did not know that her little heart was having to work twice as hard to make things work." Mrs Cunningham, aged 24, said: "We can never express properly our thanks to the surgeons and nurses." Becky's parents made daily 120-mile round trips to the hospital throughout her illness and recently a 40-mile trip to Scarborough hospital, where Becky was recuperating before returning to Leeds for final checks.

'Frog-marched' solicitor loses slander claim

By Bill Frost

A SOLICITOR who said she was publicly humiliated after being dismissed yesterday lost a High Court claim for slander damages. She faces a costs bill estimated at £100,000.

Mr Justice Drake was told during the hearing that Argles & Court, a Kent-based legal firm, behaved like toads towards Laura Watson. She had been "frog-marched" from the premises. At the end of two and a half days of evidence in support of her claim that she was publicly humiliated, the judge accepted legal argument by the law firm that her dismissal in November 1989 was an "occasion of qualified privilege" within the practice and was not made public.

Because Mrs Watson, aged 39, of St Mary's Platt, Kent, had not claimed the firm's behaviour was motivated by malice, her action had to fail. The law says that events covered by qualified privilege cannot be made subject to a defamation action unless malice is involved.

The judge told the jury: "You will not be asked to give a verdict in this case because I have ruled that on legal grounds Mrs Watson does not have a case to go on." Mrs Watson and her husband Tony, a British Rail manager, were not in court.

The jury had been told by counsel for Mrs Watson of events surrounding her dismissal. She had been frog-marched off the premises by partners who had escorted her a quarter of a mile to where her company car was parked. They then waited while she handed over the keys.

Robin de Wilde, her counsel, said Mrs Watson's dismissal followed a partnership dispute which began when Trevor Carney, a senior partner, resigned or, as some thought, was effectively deposed. His resignation was followed by the departure of ten of the remaining 22 partners, together with their assistants and staff. Mrs Watson felt she was dismissed because she supported Mr Carney.

Argles & Court said its actions were justified and correct in the circumstances. The firm claimed that Mrs Watson denigrated other members of the partnership and attempted to seduce others to leave with her. Her timekeeping was poor.

Edward Garnier, the firm's counsel, said outside court that the collapse of the action before the defence case was opened meant it stood accused and had no opportunity to answer back. If the action had proceeded, it would have been vigorously defended and much that had been said in court would have been denied.

Michael Cutler, the firm's senior litigation partner, said: "We are delighted at the outcome."

Race abuse case family become homeless

By Peter Davenport

A FAMILY of four evicted from their council house after neighbours accused the father of racial harassment are due to be made homeless today when their statutory period of bed-and-breakfast accommodation ends.

Robert Maginess, aged 37, his wife Janet, 34, and their children, Michael, 16, and Fiona, 13, are believed to be the first family in the country to find themselves being turned onto the streets for alleged racial harassment. In previous cases, although families may have lost their homes the local council has taken responsibility for finding them shelter.

Kirklees council in Huddersfield, West Yorkshire, said yesterday, however, that it had no plans to provide the family with further assistance. A spokesman said that Mrs Maginess had made herself and the children intentionally homeless by "acquiescing" to her husband's behaviour.

The initial complaint against the family was made by a next-door neighbour, Elizabeth Driscoll, a housing officer working with Labour-controlled Kirklees. Miss Driscoll, aged 30, and her Afro-Caribbean boy friend — now her husband — Keith Patrice, claimed they were racially harassed by Mr Maginess and an order to evict the family from their home in Paddock, Huddersfield, was made at the local county court in September.

The council said that the order had come after a year of harassment that included the playing of loud music, abuse, racial insults and threats.

Mr Maginess said yesterday: "I am not a racist but I did not like a particular black man. Unfortunately for me and my family he happened to live with a white woman who works for the council."

Hunt ban would 'hit 33,000 jobs'

By Michael Hornsby, Agriculture Correspondent

A BAN on hunting would destroy or endanger 33,000 jobs, it was claimed yesterday. The Campaign for Hunting, which is backed by the Masters of Foxhounds Association, the British Field Sports Society and the National Hunting Club, said the effect of a ban on the rural economy would be devastating.

The campaign was launched last month after a public outcry over an incident in which followers of the Quorn were filmed digging out a fox that had gone to ground and releasing it to the hounds. According to hunt rules, the fox should have been shot humanely or allowed to run away.

On February 14, MPs are to be given a free vote on a private member's bill introduced by Kevin McNamara, a Labour frontbencher, that would make it a criminal offence to cause unnecessary suffering to a wild mammal and would outlaw such pursuits as fox-hunting, stag-hunting and hare-coursing. The bill needs the support of at least 100 MPs to succeed.

Colin Cullimore, former head of the Dewhurst chain of high street butchers, who is running the pro-hunting campaign, said: "This bill is unacceptable in a democracy and is the thin end of a very dangerous wedge. It would set a serious precedent were Parliament to legislate on something such as this. An issue of personal liberty is at stake."

According to research by the campaign, about 9,500 full-time professional hunt officials, terriermen, fence builders and kennel and stable staff depend directly on hunting. Another 23,500 jobs in associated trades and professions, including those of farriers, feed merchants, saddlers, and vets, could be affected by a ban.

Glossy brochures released yesterday make much of hunting's contribution to the conservation of hedgerows, stone walls and copses. The literature also claims that without hunting 20,000 foxhounds, harriers, beagles and basset and mink hounds could have to be destroyed.

Noise officers seize stereo

New legislation has come to the rescue of residents plagued by a neighbour's loud music, **Frances Gibb** reports

A NEW law has been used to seize a stereo system from a teenage girl whose loud music was making her neighbours' life a misery.

Liverpool council's environmental health officers entered Chantelle Mawdsley's flat with a court order empowering them to take the stereo after complaints from nearby residents. It is believed to be the first time in the country that the provisions relating to nuisance in the Environmental Protection Act 1990 have been put into practice.

Trevor Adams, a solicitor specialising in environmental law at the City of London law firm Ashurst Morris Crisp, said yesterday that the act had codified into statute all the common law and judge-made provisions relating to nuisance. "It also rationalised the provisions enabling environmental health officers or aggrieved persons to bring proceedings."

Liverpool councillors are now to discuss moving the girl, aged 16, from the flat in the West Derby district of the city. The teenager was at the centre of controversy last year when it was revealed that she was being housed in a £70-a-night room at a five-star hotel in the city.

Miss Mawdsley, who was in the care of the social services, was sent to the hotel after the care home she was in closed down. She was moved into the West Derby flat just before Christmas but almost immediately she upset residents who complained about her playing loud music at all hours. Letters were sent to the council leader, Harry Rimmer, demanding action.

Dawn Booth, the social services chairman, said: "The council offered Chantelle a set of headphones or a device which would cut out the music at a certain volume but she refused. We have got to consider the wishes of the other people livng in the area. It may be better if Chantelle was moved to an area which did not have so many elderly residents. We will look into that."

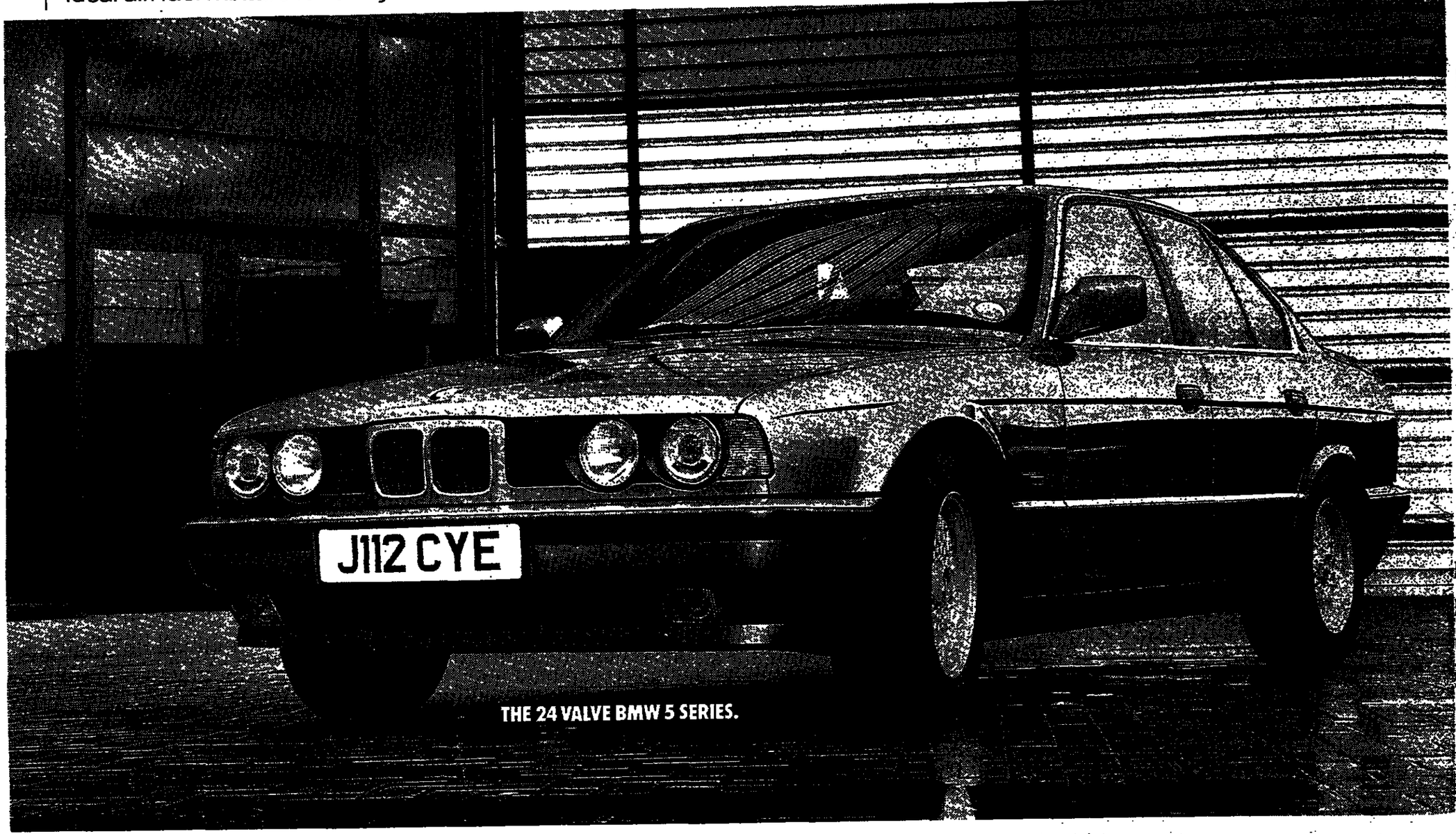
Not content with responding positively to the demands of those who love driving, BMW have responded to the times in which we live.

Both the 2.0 and 2.5 litre, six cylinder engines in the BMW 5 Series now sport 24 valves.

The result? Not only greatly improved performance but a saving in costs that, in the current business climate, may feel equally dramatic. 12.8% more power, yet service costs calculated to be 23% lower over three years.

Of course, 24 valves alone could not account for such a vast improvement in efficiency. BMW's unique electronic engine management system must also take much of the credit.

It analyses information about driving conditions and the driver's demands faster and more accurately than ever before. Then it uses this information to decide upon the ideal air/fuel mixture for every revolution.



THE 24 VALVE BMW 5 SERIES.

A decision which not only increases the efficiency of the engine but also the effectiveness of the 3-way catalytic converter. In turn this reduces the effect upon the environment.

And all this takes 1/1000th of a second or less.

Meanwhile, the engine is busy tuning itself. The hydraulic tappets, for instance, are continually readjusting themselves. So you can forget about them until the car is serviced.

At which point you'll notice that they've saved you between 20% and 25% on service labour charges.

The new direct ignition system and longlife maintenance-free spark plugs add further to the exceptional efficiency of the 520i and 525i. (As does the service interval indicator, which can increase times between services by as much as 40%.)

For once, the instincts of the heart can be justified by a decision from the head.

OUTPUT UP. OVERHEADS DOWN. COULD THIS BE THE BUSINESSMAN'S DREAM?

To BMW Information Service, Winterhill, Milton Keynes MK6 1HQ. Telephone 0908 249189.
Please send me the name of my local dealer and details on:

☐ 520i 24 Valve ☐ 525i 24 Valve

(Mr, Mrs, Miss etc.) Initial Surname 21.B.UT.30.1.

Address

Town/County Post Code

Telephone Present Car Year of reg.

Age if under 18

THE ULTIMATE DRIVING MACHINE

THE RECOMMENDED PRICE OF THE BMW 520i IS £19,245 AND THE 525i £23,650. PRICES CORRECT AT TIME OF GOING TO PRESS. INCLUDE CAR TAX AND VAT BUT NOT NUMBER PLATES AND DELIVERY AT AN ESTIMATED COST OF £420. CAR FEATURED IS BMW 525i SE RECOMMENDED PRICE £25,450 (RECOMMENDED PRICE FOR OPTIONAL METALLIC PAINT SHOWN IS £515). IN ADDITION TO 24 VALVE MODELS, THE BMW 5 SERIES RANGE INCLUDES THE 518i AND 535i. SERVICE COST SAVING BASED ON MANUFACTURER'S ESTIMATION OF SCHEDULED SERVICE COSTS COMPARING 12V 525i WITH 24V 525i OVER A TYPICAL 3 YEAR PERIOD. FOR TAX FREE SALES TELEPHONE 071 409 2355.

Customs officers learn how to put on a welcoming face

Shephard: honesty is expected from public

BY HARVEY ELLIOTT
TRAVEL CORRESPONDENT

MORE than 5,500 customs officers are to be sent to an internal "charm school" to teach them to be more courteous to travellers, while still protecting Britain from drugs, pornography, rabies and weapons.

The charm course, which will be incorporated into the officers' regular training, is part of a "traveller's charter" launched yesterday by Gillian Shephard, the Treasury minister responsible for Customs and Excise. The charter sets standards of service and behaviour for customs officers but tells travellers: "In return, we need you to be honest with us."

Mrs Shephard said: "In future, no one will be kept waiting in the red channel for more than ten minutes without getting a full explanation of what is causing the hold-up, customs officers will wear name badges so that they are no longer anonymous, they will help to repack your case if it has to be opened and they will receive training in the need to be courteous and helpful."

Details of the new charter, explaining how passengers can complain if customs officers abuse their positions, and how to obtain compensation if property is damaged during a search, are being circulated at air and sea ports.

"Passengers have the right to compensation if their property is damaged by Customs today," Mrs Shephard said. "The problem is that they often do not know about it and we are now trying to make that clear. This charter is not only a better deal for the busy business traveller, but also for the holiday-maker."

The charter is intended to draw a careful line between being helpful to passengers and maintaining a strong defence against illegal imports. Last year Customs intercepted a record amount of drugs, but several hundreds of passengers were stopped, subjected to searches and had valuable purchases smashed in what were often fruitless exercises.

Customs leaders, however, believe that moves to present a better face to travellers could be upset by the European Community's resistance to British plans to raise the limit on the value of goods that can be brought into Britain from outside the European Community before VAT and duty become payable. Britain wants to raise the limit from £32 to £250, claiming that most travellers coming back from the United States, for example, spend more than £32 and should therefore, legally, use the red channel or run the risk of being stopped and asked to pay VAT on all their purchases.

"If we followed the letter of the law, there would be near chaos." Sir Brian Unwin, chairman of Customs and Excise, said yesterday. "We have told our officers to use their discretion in this, but what we really need is a much higher limit on the value of goods which can be brought into the country legally."

Mrs Shephard said yesterday that she would press for the allowance to be raised. The £32 limit was "absurdly low", she said. "It is not of our choosing and we will continue to pursue the need for a change vigorously."

Two-tier children's homes called for

BY JEREMY LAURANCE
SOCIAL SERVICES CORRESPONDENT

TWO types of children's home should be developed in Wales as part of a reorganisation of residential care, according to a review ordered in the light of the "pindown" enquiry.

The needs of children with serious behaviour problems and of those in care because of their circumstances — such as the death of a parent — could not be met by the same home, the Welsh Office report said yesterday.

The proposals, by the Welsh Social Services Inspectorate, follow an enquiry into homes in Wales ordered by the Welsh Office after the critical report on the use in Staffordshire homes of the pindown disciplinary regime. They reflect growing concern over the abuse and neglect discovered in children's homes in recent years.

The Association of Directors of Social Services, however, gave a warning that the proposals could bring back divisions eliminated 20 years ago with the abolition of approved schools. There was a risk of stigmatising some children as delinquent.

The report found no evidence that a regime such as pindown, in which children were kept in isolation dressed only in pyjamas or underclothes, existed in Welsh children's homes. Management of children with difficult behaviour, however, was "poorly achieved" because there were too many other demands on staff. Specialist homes should be set up to deal exclusively with such children so that staff would not be distracted from their task by urgent and unplanned admissions of children with differing needs.

Launching the report, Nicholas Bennett, the Welsh social services minister, said: "There is much good work being done, especially in the smaller homes, but the larger homes are being asked to do an impossible combination of tasks. We need to break up the work they undertake to make it more manageable."

He added: "If a child is put in care through no fault of their own — because of a bereavement for example — and they find they are with someone with very severe emotional and social problems that must be upsetting and is not helpful."

Since 1980 the number of children in Welsh homes has fallen 63 per cent to 585, reflecting the present fashion for placing children with foster families. The report said that the function of children's homes had therefore come to be seen as "marginal and unspecific". Many staff saw the homes as dumping grounds, short-term options "when all else fails", or a place to put children "while we decide what to do".

"The implication must be that the children's home experience must be a damaging one and must be kept to a minimum," the report said. "We do not accept that that is supported by the facts."

Bob Lewis, secretary of the Association of Directors of Social Services, said that there was a danger of labelling youngsters as delinquents, like those sent to approved schools 20 years ago. "We are going to create the same boundaries with self-prophesying descriptions of the children — 'I must be bad because I'm here'."

Mr Bennett said: "I hope we can do everything we can to make sure that children are not stigmatised at all. We will make sure care is low-key and there is a low profile approach. People should be able to walk along the street and not be able to tell which building is a children's home."

Jail judge condemns dormitory bullying

BY RICHARD FORD
HOME CORRESPONDENT

BULLYING and intimidation among inmates in a prison opened five years ago is condemned in a report today. It calls for the conversion of dormitories into individual cubicles to control intimidatory behaviour and create more privacy.

Managers are criticised for blaming security for the stagnation within the prison and the staff are accused of lethargy which prevents a sense of purpose developing in running the jail.

The chief inspector of prisons report says that Lindholme in south Yorkshire was in need of great improvement. Managers in the jail were most concerned at the appalling dormitories in which 761 prisoners lived, the report says.

"The dormitories were ideal environments for promoting intimidatory behaviour between inmates. There was a constant flow of inmates requesting protection. Managers were constantly engaged in persuading inmates to return to normal location or arranging transfers to other prisons," Judge Tumim, the chief inspector, who visited the jail last February, says.

Staff told the inspectors that inmates were disillusioned and that staff spent much of their time fobbing them off.

The prison is a converted former RAF station which the Home Office opened to relieve overcrowding. Since then there have been two serious disturbances caused by the large number of young offenders serving short sentences.

The report criticises the exaggerated and restrictive attitude to security which it says pervades the prison. Telephones for inmates had been installed only at the personal initiative of the new governor. Seven roll calls daily was unnecessary, the report says.

Kenneth Baker, the home secretary, said that the government's policy was to phase out dormitories and converting them to cubicles would begin this year.

The new governor had started to reduce the emphasis on policing prisoners but Mr Baker rejected a recommendation to remove security wire at the base of of the jail's perimeter fence.

HM Prison Lindholme (Home Office: £1.50)

MICHAEL POWELL

Pint-sized theatre: the actor Roy Marsden, left, with Charles Bates and Julia Cambridge in a pub's bottle store in Wandsworth, south London, which they plan to convert into a 200-seat auditorium (Simon Tait writes). The building was designed as a bioscope theatre in 1890 but has been used for the past 60 years as a store for the adjoining pub. Mr Marsden, who played P.D.James's detective Adam Dalgliesh on television, will launch an appeal tomorrow to raise funds for the conversion, which is expected to cost about £600,000. The scheme is being supported by Young's brewery, which owns the building and is offering it to Mr Marsden and his partners at a peppercorn rent. Support has also come from David Mellor, chief secretary to the Treasury and the local MP.

Crusade on baby brain damage

BY THOMSON PRENTICE
MEDICAL CORRESPONDENT

A £100 MILLION campaign to help eliminate brain damage in children world-wide by the end of the century was launched yesterday. The campaign by the Little Foundation, a British charity, intends to fund international research into the causes and prevention of brain damage in developing babies.

About 29,000 such infants are born in Britain every year. Of these, more than 14,000 have epilepsy, 9,000 have mental defects and 2,000 have cerebral palsy. The numbers are rising because better maternity care enables more babies to survive. Cases of cerebral palsy in the newborn have trebled since 1967.

The foundation, working with the World Federation of Neurology, is setting up 12 international groups, each of about 15 medical scientists, which will meet during this year to plan research projects.

☐ More than 100,000 children in Britain suffer epilepsy but many have mild seizures that their parents and teachers fail to recognise, the National Society for Epilepsy said yesterday. The fits, known as absences, cause temporary loss of consciousness with children staring or fluttering their eyelids, and could occur hundreds of times a day.

A new information package is available from the society at Chesham Lane, Chalfont St Peter, Buckinghamshire, SL9 ORJ, price £14.99.

Early vote on women priests

BY RUTH GLEDHILL, RELIGION CORRESPONDENT

SENIOR Church of England bishops agreed yesterday to resist any attempt to delay legislation for women priests being to brought to a vote.

The House of Bishops, made up of 53 of the Church's 76 bishops, agreed to forestall any delays or amendments to the legislation which the General Synod is to vote on in November. It also made a strong commitment to oppose an alternative structure of bishops for those unable to accept women priests.

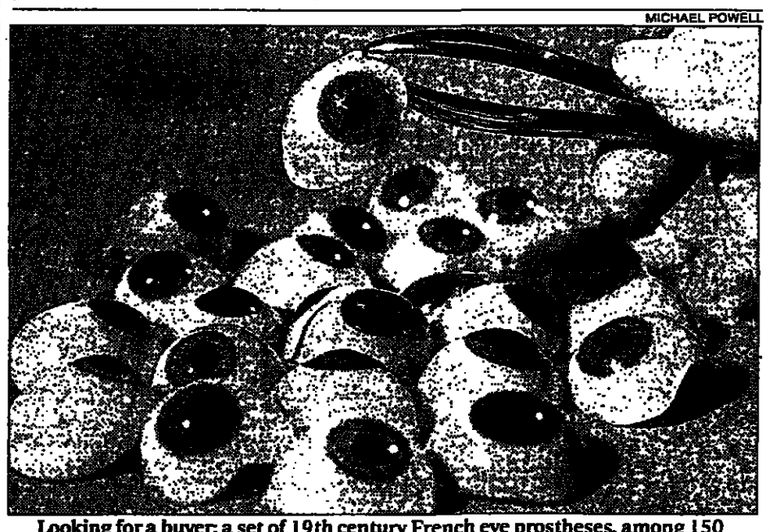
A spokesman said after the meeting at Church House in London that alternative proposals drawn up by Cost of Conscience, which represents priests opposed to women priests, would be unacceptable to the Church.

The House of Bishops has the power to alter the legislation. The Archbishop of Canterbury, Dr George Carey, is in favour of women priests. The first indication of how the synod will vote is expected next month when it debates the results of voting in the 44 dioceses which showed a majority in favour of women priests.

Of the clergy, 2,242 voted in favour and 1,126 against, and of the laity, 2,306 were in favour and 1,085 against. The synod, elected in 1990, is thought to be divided roughly along the two-thirds majority needed in both houses. A strong statement from Dr Carey could influence the few undecided members to vote in favour.

If the synod votes in favour in November, the first women could be ordained priests by Christmas next year. The synod will also debate the nature of Christian marriage. Canon Michael Walker, of Bury St Edmunds, will call on bishops "to give moral guidance to the nation" in the light of the increased number of couples who live together before marriage or decide never to marry.

MICHAEL POWELL



Looking for a buyer: a set of 19th century French eye prostheses, among 150 lots of scientific and medical instruments, tools and other apparatus to be auctioned at Christie's in South Kensington, west London, on March 3

Oxford is wary of tourism

BY MATTHEW D'ANCONA

OXFORD's academic and architectural heritage attracted 1.5 million visitors to the city in the 12 months from July 1990. However, more than half the residents think that the number of tourists is unacceptably high, according to a survey published yesterday.

Interviews with 4,300 visitors by Oxford Polytechnic researchers showed that 54 per cent visited a college of the university and almost a third called in on the Black Horse bookshop in Broad Street. Most visitors were white-collar workers and did not bring their children. In spite of the Gulf conflict and the tourism recession, 11 per cent of Oxford's visitors were Americans. Germans, French and Australians were not far behind.

Each person spent an average £19 per day and the survey estimates that 80 jobs are created for every 10,000 visitors, at a time when the city's manufacturing industry is in decline.

Interviews with 400 residents, however, showed that 56 per cent of local people thought there were too many tourists and complained of overcrowding, congestion, noise and litter offsetting the benefits.

Professor John Glasson of Oxford Polytechnic said: "More dispersal of visitors is needed and more targeting of particular groups of visitors. We also suggested that there should be more co-ordination of the various agencies involved in tourism and more spreading of its benefits."

Valerie Ricketts, vice chairman of the city council's employment and economic committee, said that Oxford must find ways of striking the balance between the needs of residents and visitors.

On the streets of Oxford yesterday, tourists said that the university and its myth continued to exercise irresistible charm, with Christ Church and Magdalen College apparently the most popular attractions.

Judith Chandler, from North Carolina, said she was paying a whirlwind visit. "There's obviously so much history here unlike anything in the States," she said.

Ian Eddy, aged 11, from Penzance in Cornwall, said he was on his second visit. "Oxford's brilliant it'll be a great place to go to college."

Fishermen net a victory for ancient tradition

Scottish fishermen have won a legal right to continue their precarious netting methods in use since Viking times, **Kerry Gill** reports

THE tradition of haaf-net fishing, which has been practised since the days of the Vikings in the treacherous waters of the Solway Firth, was saved by the Court of Session, Scotland's supreme civil court, yesterday.

Haaf-netting, which was introduced in the 10th century, involves men from Annan, Dumfries and Galloway, wading into the water to catch salmon and trout with a large net suspended from a wooden frame. Their right to continue using this fishing method was protected by James V of Scotland by royal charter in 1538.

Although the charter was burnt by the English when they sacked Annan a few years later, it was re-issued by James VI in 1612.

A property company, Salar Properties (UK), which owns the fishing on part of the Annan and operates timeshare angling, last year challenged the right and said that the fishermen damaged its business by taking salmon that would otherwise be caught by its customers.

Annan and Eskdale district council, which grants licences to the netsmen, disputed the company's claim. The council, as the successor of the Royal Burgh of Annan, is entitled to grant certain salmon fishing rights granted under the charter.

The property company asked the court to declare the haaf net a "fixed engine" which would mean the practice was not privileged under the royal charter. The company said that haaf-netting had been unlawful since 1877 after attempts to legislate for salmon fishing in the Solway Firth, but it was agreed that it had been openly carried on without prosecutions.

In court, Lord Coulsfield ruled that haaf nets were not "fixed engines" under the terms of the 19th century legislation. The Annan fishermen insisted that they were constantly on the move, often wading into the sea up to their chests.

Lord Coulsfield said that a distinction was drawn between the Solway and other Scottish rivers, largely because of the border with England. Even when "fixed engines" were outlawed on the Solway, care was taken to preserve established rights and practices. The judge said: "The intention of the 1877 legislation to preserve ancient and established rights of fishing cannot be disregarded or treated as superseded or spent.

"It seems to me clear haaf nets are not fixed engines within the meaning of the 1877 Act and are therefore not rendered unlawful by it. The method of fishing by the use of haaf nets has been continuously and openly pursued without any litigation or prosecution since 1877." Lord Coulsfield dismissed Salar's petition and allowed the fishermen to continue their tradition.

Keyboard strain secretary wins case

A secretary dismissed from her job after developing repetitive strain injury (RSI), a muscle disorder, has been paid £5,500 compensation for unfair dismissal (Paul Wilkinson writes).

The case, believed to be the first in which an industrial tribunal has approved an award for a dismissed RSI sufferer, could set a precedent. This week, the *Financial Times* improved severance pay terms for nine journalists dismissed after developing the condition.

Yesterday, at a London tribunal, Denise Burgess, aged 29, accepted a settlement from Autoglass, of Bedford. Mrs Burgess, of Chiswick, west London, a former Autoglass "employee of the month", was dismissed from her £12,000-a-year job after three years with the company.

RSI is caused by excessive use of certain muscles and tendons in repetitive tasks, and affects hands and arms. Cases have increased significantly since introduction of electronic keyboards. Mrs Burgess said: "When it was at its worst, I could not comb my hair or brush my teeth."

Fast-food staff on hoax charge

Three workers at a McDonald's fast-food restaurant in Newcastle upon Tyne appeared in court yesterday accused of launching a bomb scare at a rival Burger King diner 100 yards away.

Helen Calderwood, aged 19, Lance Green, 20, and Patima Herron, 24, all of Newcastle, are accused of making a hoax call and conspiring to make a hoax bomb call. Newcastle upon Tyne magistrates adjourned the case until February 27.

Court strip

Goldie Ford, who streaked at a football match at Sheffield Wednesday's ground on January 12, yesterday stripped to just lingerie before Sheffield magistrates when admitting invading the pitch. She was fined £50. Ford, aged 34, of Leeds, who described herself as a brothel manager, said she had been protesting at income tax on what was deemed illegal work.

July wedding

Lady Helen Windsor, above, daughter of the Duke and Duchess of Kent, will marry her art dealer fiancé, Tim Taylor, at St George's Chapel, Windsor, on July 18, it was confirmed yesterday. A chapel spokesman said that it was not yet clear who would conduct the service.

Doctor cleared

Paul Crone, aged 37, a hospital doctor in London, has been cleared at Knightsbridge crown court of having the drug crack. A jury was told that crack was found on him after police saw him being given a package in Notting Hill, west London. The New Zealand-born doctor said he had been "fitted up" by police.

Pet charge

David Culley, aged 57, kept 38 pets in squalid conditions, magistrates were told. Culley, of Swindon, Wiltshire, already banned from keeping pets, admitted causing suffering to a snake, rats, and gerbils. He was conditionally discharged for two years.

House deal

The £700,000 home at Hampstead, north London, of Peter Julien, repossessed after social security officials refused to keep paying £1,784 a week towards the mortgage, has been sold for £455,000, the estate agent, Keith Cardale Groves, said. The Town and Country building society had sought £495,000.

False alarm

An international sea search was launched after faulty equipment on a boat left in a car park at Brixham, Devon, gave off a distress call that was picked up by a satellite and relayed to a French ground station.

Tories waver over Scottish home rule

BY JILL SHERMAN POLITICAL CORRESPONDENT

THE government yesterday appeared to soften its opposition to Scottish devolution as ministers started digesting an opinion poll showing that 50 per cent of Scots want independence from the rest of the United Kingdom.

Senior ministers made it plain that the Conservatives would fight the coming election on a staunchly unionist ticket, but conceded that if the Tories suffered another drubbing they would be forced to reconsider their attitude towards home rule. The opinion poll was seized on by the opposition parties as vindication for their own policies for a Scottish national assembly.

Downing Street made it clear that John Major was in favour of the union and pointed to an interview in January where the prime minister said the union between England and Scotland had served both countries well.

Tom King, the defence secretary, said it would be a tragedy for Scotland if it became independent. "I believe very much in the union and I shall certainly strive to keep it," he said on BBC television. Several Tory MPs are privately admitting that some steps towards devolution will have to be considered if the Conservatives do badly in Scotland in the general election.

Ian Lang, the Scottish secretary, seemed to leave the door open for a fresh look at the home rule issue. "I think we would take stock of the situation after the election in the light of the result both north and south of the border," he said. Mr Lang pointed out that 85 per cent of the Scottish people voted for parties which supported the union at the last election.

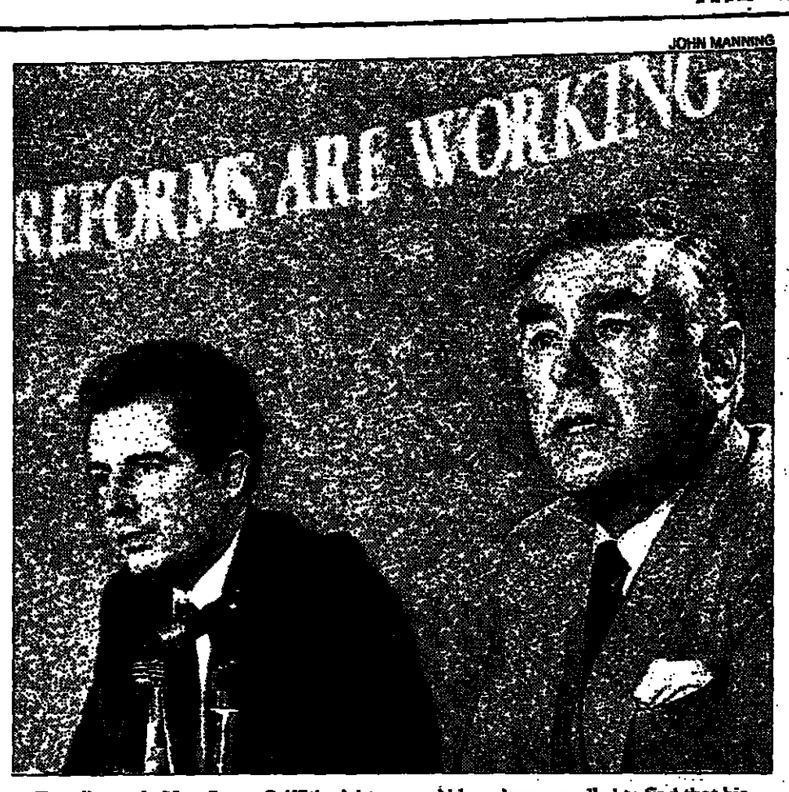
Earlier Labour's national executive took the first steps towards proportional representation by adopting a new voting system for its proposed Scottish parliament, which it is committed to setting up in the first year of forming a government.

The NEC endorsed recommendations by Professor Raymond Plant of Southampton University that members of the new assembly be chosen by the additional member system rather than first past the post. Electors would have two votes, one for a candidate and one for a party. Individual constituency results would be topped up by members chosen from a list in proportion to election results based on geographical regions in Scotland. The national executive also agreed to aim for equal male/female representation.

The NEC voted 24 to 2 to approve the new electoral system, although Dennis Skinner, the MP for Bolsover, said that PR could affect the chances of getting an overall Labour majority. Neil Kinnock pointed out that the steps in Scotland did not form a precedent for regional assemblies in England or for Westminster.

During heated exchanges in the Commons, George Foulkes, the Labour MP for Carrick, Cumnock and Doon Valley, accused the Speaker "and his English friends" of acting in collusion with the Scottish Nationalists for the breakup of the UK.

JOHN MANNING



Tory diagnosis: Huw Bevan Griffith, right, the nephew of Aneurin Bevan, the Labour founder of the NHS, telling a press conference yesterday that his uncle would have supported Conservative reforms of the health service. The election phoney war took on an other-worldly quality as William Waldegrave, the health secretary, looked on approvingly (Nicholas Wood writes). Mr Griffith, a consultant neurosurgeon in Bristol, said that his uncle would have been appalled to find that his finest achievement had been reduced to such a fossilised state. Robin Cook, Labour's chief health spokesman, was unimpressed by Tory claims that Bevan's famously independent mind was still kicking over the traces beyond the grave. "If William Waldegrave really believes that the spirit of Nye Bevan supports his changes to the NHS, then there is a wheel missing from his ouija board," he said.

Election chiefs calculate the Ashdown factor

POLITICAL NOTEBOOK

By ROBIN OAKLEY

Election planners in both the main parties expect Paddy Ashdown and his Liberal Democrats to pick up support between now and polling day. But there is no agreement between Labour and Tory campaigners, who both insist that it is the other who will suffer.

A strong showing by the Liberal/SDP Alliance in 1983 and 1987, taking 26 and 23 per cent of the vote, split the anti-Conservative vote and helped Margaret Thatcher to decisive majorities. Tories in marginals where Labour is in second place therefore welcome the idea of a moderate Liberal Democrat advance.

More historically-minded Tories note that in 1964 Labour gained only 0.3 per cent more of the vote than when it had lost the 1959 election. But a 5.3 per cent rise in the Liberal vote put Harold Wilson into power.

In February 1974 Labour's share of the vote was 6 per cent lower than when the party lost power in 1970 — but the Liberal share was up 11.8 per cent, and Edward Heath was defeated. In a tight contest this time a few Liberal Democrat gains from the Tories in the South might not help Labour to win the election, but they could precipitate a hung parliament.

The extra exposure of a campaign does not automatically bring benefits. Comparing the Liberal or Alliance vote at general elections with the party's standing in the polls three months before each of the last six contests shows that they were up a mere 0.1 per cent in 1970, up 1 per cent in February 1974, down 2 per cent in October 1974, up 6 per cent in 1979, down 2 per cent in 1983 and level pegging in 1987.

Sceptics say the Liberal Democrats will find it harder to pick up votes when the main parties have moved closer to the centre. Seats "gained" according to past local government results have been rapidly lost again in general elections. And they note that when the national election was held on the same day as the locals in 1979, the Liberals polled better for councils than in the national contest.

But if there is a Liberal Democrat advance, who will suffer? On the surface, Tories are more at risk. No Labour candidates have hot Liberal Democrat breath on their necks, while there are 20 Tory seats vulnerable to a 5 per cent swing since 1987 to the Liberal Democrats. Mr Ashdown's army has a long way to go to reach such figures, and that could be more of a problem for Labour.

In September, when the Tories led the national polls by 2-5 points, the Liberal Democrats had 16 or 17 per cent. By the time Labour had moved into a 6-7 point lead in October the Liberal Democrats were down to 12 per cent. With the Tories averaging a two-point lead over the last four polls, the Liberal Democrats have been averaging 15 per cent.

In the last 47 polls the Tory share has rarely dipped below 40 per cent and has never risen above 42 per cent. Labour has been as low as 35 per cent and as high as 46, the Liberal Democrats as low as 12 per cent with a high of 19.5 per cent. The evidence suggests that Labour's vote is softer and that the party does well when the Liberal Democrats fade from view, and less well when they prosper.

The likelihood must be that the election will increase that tendency. All the polls still register a swing against the Conservatives since 1987. Come an election proper, the disenchanted will notice that in 228 of the 375 constituencies the Tories won last time it was not Labour but the Alliance in second place. Tactical voting will come into play.

At the Eastbourne by-election, nearly half of Labour's previous support went over to the Liberal Democrats, despite Labour's high standing in national polls. Polls tell us that 30 per cent of electors are ready to vote Liberal Democrat if they believe the party has a chance of winning in their constituency. And a higher proportion are Labour supporters than Conservative.

Robert Waller of Harris has pointed out that while Labour is making little advance in Tory-Labour marginals, it is stacking up support in seats it already holds and in those where it came third last time.

If the government's critics identify the Liberal Democrats as their best hope of turning out the Tories in most of those 228 constituencies, and if the polls start picking up the evidence that they are doing so, the softer edges of Labour's vote could crumble. Neil Kinnock needs to go into that campaign with a clear lead if Mr Ashdown is not to prove his undoing.

Voters with finger on the button

BY SHEILA GUNN POLITICAL CORRESPONDENT

LONG lines of office workers shuffling piles of ballot papers under the gaze of jittery candidates could become a thing of the past.

MPs on the Commons home affairs committee have decided that the 120-year-old voting system needs revamping and suggest, as a start, testing an American-made automatic vote-counting machine at a by-election.

If successful, they do not rule out a move to electronic voting with electors pressing a button on a computer terminal rather than putting an X against the name of their preferred candidate. Such reforms could revolutionise general elections of the future, with results announced within minutes of the polls closing.

The appeal, the MPs believe, of modernising the voting system would be tremendous savings in time and money. However, election night could lose much of its tension as results flash through one by one from all over the United Kingdom.

The committee found that many countries had moved into the computer age. Electronic counting is used in Germany's *Länder*, federal and European parliament elections, and in Portugal's national elections. Computers are used in Denmark and Spain to work out the result by proportional representation. In the United States, 31 states use an automatic counting system.

House of Commons home affairs committee 3rd report: electoral counting methods (Stationery Office £8.75)

AROUND THE LOBBY

Safe plugs bill wins backing

A backbencher's bill requiring manufacturers to fit plugs before electrical appliances are sold was introduced in the Commons with cross-party support. Although the bill has no chance of becoming law, the government is expected to announce today that moulded plugs must be fitted.

Introducing the bill, Ken Hargreaves, Tory MP for Hyndburn, said that about 2,000 people were injured by faulty plugs and 28 people were killed last year. Although current regulations said that 13 amp plugs had to be of an approved type, they could still be wrongly wired.

Fox fortunes

About 100,000 foxes are killed every year, but only 12,500 are killed by hunts, David Maclean, an agriculture minister, said in a written reply. The British fox population varies from 500,000 to 250,000.

New calendar

All higher education institutions are to have a common financial year running from August 1 to July 31, Alan Howarth, an education minister.

Parliament today

Commons (2.30): Questions: Northern Ireland; prime minister. Revenue support grant orders for England and for Wales. Lords (3): Local Government Finance Bill, committee, fifth day.

Weapons cuts herald 'Bush blitz' for re-election

A poll shows more people likely to support President Bush's return to the White House after his State of the Union address, Peter Stothard reports

MILLIONS of American workers will get slightly fatter pay cheques next month as a result of President Bush's State of the Union speech.

It is a "more now, less later" promise, made through a White House order to the tax men to withhold less pay as advances for future tax liabilities, but constituted the main news for *The Washington Post* from the speech billed as "defining" the Republican election campaign.

There was a generally dull reaction to the president's much-touted address yesterday. Although a telephone poll by *USA Today* reported 38 per cent of respondents more likely than before to vote for the president in November, less than half thought that the proposals would help end the recession.

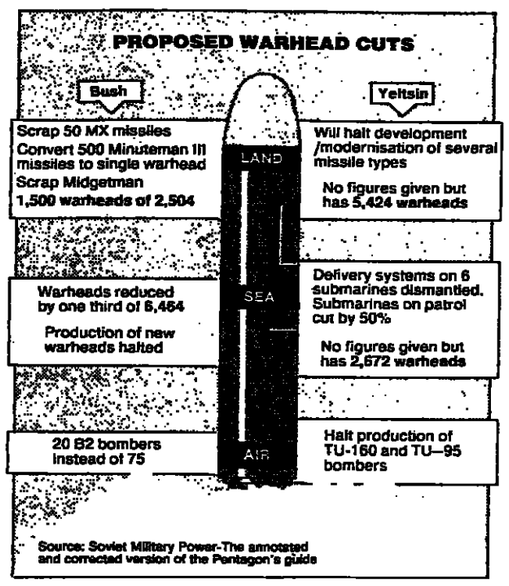
The *South Dakota Union* called it "perhaps the best speech of his presidency" by a man who seemed no longer "a frightened candidate". But the bulk of the press, few of whose journalists have any deep fondness for the president, judged it "pedestrian", "without definition" and "shrinking in vision as it moved along".

The president's campaign leaders telephoned workers and fund-raisers throughout the country, assuring them that the speech was only the start of the campaign to return Mr Bush to the Oval Office. An important health care speech is coming in the next few weeks, worried supporters were told, and a "Bush blitz" is beginning in New Hampshire to make sure that the nation's first presidential poll is not a poke in the president's eye.

It was tough night for Mr Bush, who looked more commanding than of late but whose words lacked fire. His speech contained nuclear arms cuts on a scale that 18 months ago would have won him a Nobel peace prize and a telephone call from the Pope. But Americans were little impressed by the cancellation of the Midgetman missile programme, the restriction of the B2 bomber force to 20 planes, the "no new Peacekeeper or advanced cruise missiles" promise, and the striking notion that, for the first time since 1945, America will have no nuclear warheads in production. If President Yeltsin of Russia is as enthusiastic in his negotiating response as he seemed to be yesterday, the Americans will also eliminate all its MX Peacekeeper missiles, cut its submarine-launched force by a third, and put only one warhead on the Minuteman missile — resulting in a total American deterrence that could be less than a third of its current strength. But the interest of Mr Bush's audience, both in Congress and the nation, was in the switch from military spending to spending on job creation.

Central to Mr Bush's claim to re-election is that he, unlike his Democrat rivals, knows where to stop the race for nuclear arms reductions. Announcing new savings of $50 billion (£28 billion) over five years, he said: "These cuts are deep and you must know my resolve: this deep and no deeper."

It was a bold statement, but to the congressional leaders, and even some of the military leaders sitting in their dress uniforms on Capitol Hill, it seemed a hollow one. The address began well. Mr Bush made his now inevitable joke about vomiting in Tokyo, thereby assuring that no opponent can ever use the incident against him better than he uses it against himself. "The Cold War didn't end," he then said, "it was won." He praised the American taxpayer's part in that victory, saying that they who "bore the brunt of the burden deserve a hunk of the glory".



Source: Soviet Military Power-The annotated and corrected version of the Pentagon's guide

But for today's working Americans, whose representatives were interviewed in their living rooms by television reporters before and after the speech, a "hunk' of past glory was not enough. The prominence given to the "withholding tax adjustment" was symbolic of how little a president can actually do at home on his own sole authority.

He could, and did, put a temporary halt on new federal business regulations and advance the spending of already agreed highway construction funds. But the rest of his proposals require congressional support — and to many it seemed that the president was beginning a war against Democrats, not against their own pressing problems.

Mr Bush put forward a familiar list of short-term and long-term plans, ranging from cutting red tape on business to revolutionising American education. He wants to cut the tax on capital gains from 28 per cent to 15.4 per cent, to adapt America's health care system rather than scrap it, and to give new tax allowances for real estate developers and businesses.

He tried to mix appeals to his opponents' better nature with threats to "fight" them if they did not pass his "growth plan" by March 20. But in election years, Democrats do not have better natures towards Republican presidents. The fight has already begun.

The Democrat presidential candidates were quick to strike. "Voodoo economics continued," commented Paul Tsongas. "I still don't think he gets it," said Bill Clinton. "The most insincere speech in history," said the California outsider, Larry Agran. As for the president's immediate opponent, the Republican primary challenger Patrick Buchanan, "if George Bush wants to join us in running against his record, he is welcome to do so".

● **World role:** America must keep troops deployed around the world indefinitely as peacekeepers despite the new drive to slash military spending, Richard Cheney, the defence secretary, said Mr Cheney noted that the end of the Cold War and the collapse of the Soviet Union had brought about "truly phenomenal" changes in the world security picture.

"But it's important for us to remember that future peace and stability in the world will continue to depend in large measure upon the willingness of the United States to deploy forces overseas in Europe, the Pacific and the Middle East and to retain high-quality forces." *(Reuter)*

Yeltsin pressure, page 1
Bold steps, page 19

Peking to reduce military

Hong Kong: Deng Xiaoping has ordered the Chinese People's Liberation Army to be reduced by one-third as a result of the easing of world tension, the China-watching *Mirror Monthly* said here yesterday.

It said the 87-year-old retired leader had said that the three-million-strong army should be cut by a million. Mr Deng had told Jiang Zemin, the Communist party chief, and President Yang Shangkun before leaving Peking for the south that leaders of important military zones should be transferred to other zones from time to time.

"Every military zone has to get familiar with the situation of other military zones. But leaders of military zones should not bring along a group of their own protégés when they are posted to other zones."

Mr Deng first ordered the army to reduce its size in 1985. One million soldiers have since been demobilised. *(AFP)*

Britain under pressure to rethink defence

American arms cuts have forced the British government into defending policies which may no longer be sure vote-winners, Michael Evans writes

PRESIDENT Bush's latest nuclear arms proposals have come at a bad time for the British government, to the extent that ministers find themselves having to defend a deterrence strategy that was once a guaranteed vote winner.

Opinion polls have shown over the years that the electorate supports the retention of an independent deterrent. Indeed, the public's strong backing for nuclear weapons finally persuaded Labour to drop its unilateral disarmament policy.

In the changed international climate since the end of the Cold War, however, Labour's policy of keeping Trident but reducing the number of warheads to a maximum of three for each missile may now appear more attractive to voters as the general election approaches. Under the government's plans, Britain's inventory of strategic warheads is to rise from 192 on 64 Polaris missiles to a maximum of 512 on 64 Trident missiles.

Labour's policy is to deploy only 192 Trident warheads, the same as for Polaris. Even this total would be reduced to 144 if Labour wins the election and cancels the fourth Trident ballistic missile submarine. In an intense debate in the Commons yesterday, the Liberal Democrats argued that Trident's firepower should be reduced to 64 warheads, the same level as Polaris.


King: no question of flexibility

Earlier, John Major welcomed the interlocking initiatives taken by President Bush and President Yeltsin. He described the American move as "important and imaginative" and was said by officials to be "very pleased" with Russia's swift and "positive" response to the Bush initiative.

Three of the submarines are now under construction at Barrow-in-Furness, and the fourth is to be ordered soon, possibly next month. The government will now have to convince voters that a strategy based on four submarines, each armed with a maximum of 128 warheads is still appropriate.

The message from Tom King, the defence secretary, yesterday was clear: the government is not prepared to be flexible about its deterrence policy even though the decision on warhead numbers was made at least ten years ago. Areas of flexibilityare, however, already under discussion at the Ministry of Defence which could lead to changes in strategy.

First, although the plan is to arm each Trident missile with up to eight independently targetable warheads, there are several options for varying the warhead load. Some missiles, for example, could have the maximum eight, others could have three or four, some even just single warheads.

The result is that the average warhead package for each patrolling submarine could vary considerably. In periods of relatively peaceful international relations, a Trident boat could carry significantly fewer than the maximum 128 warheads. Only in periods of potential nuclear conflict might Trident go to sea with the full complement of warheads.

President Bush has the same option with America's Trident systems. But he has now translated that military option into political policy by announcing that the number of war heads on Trident boats is to be reduced by a third. The British government, it appears, is not prepared to follow suit.

Second, the option to vary the number of warheads carried by each Trident missile has now become the focus of an intense debate in the defence ministry over whether the RAF's ageing WE177 free-fall nuclear bombs should be replaced with a tactical air-to-surface missile.

The argument put forward by the Royal Navy is that Trident will be such an adaptable system that it will be able to take on both the strategic and sub-strategic roles. For example, were Britain to be faced with nuclear blackmail by a Third World power such as Iraq, the government would be able to deter an attack by threatening to launch one Trident missile armed with a single warhead.

The argument has won some support in the ministry, if only because it would save taxpayers at least £2 billion, the cost of developing a tactical missile with a range of about 350 miles for the RAF. But senior advisers at the ministry are being cautious about advocating such a strategy to ministers. Launching a single Trident missile as a sub-strategic system against Baghdad, for instance, could lead to appalling miscalculation by other nuclear powers.

Having the whole of Britain's deterrent capability contained in one system could also undermine its credibility. A Third World nuclear power might gamble that a British government would not dare to launch a Trident missile in a non-global conflict.

Leading article, page 15

UN envoy goes to Belgrade for talks

FROM JOHN PHILLIPS IN ZAGREB

A UNITED Nations troubleshooter completed a delicate mission to Yugoslavia yesterday with talks in Belgrade after evidently failing to persuade the leader of a Serb enclave in Croatia to accept deployment of 10,000 "blue beret" peacekeepers.

Marrack Goulding, a Briton, was returning to New York after talks in the Serbian capital to report to Boutros Boutros Ghali, the UN secretary-general, before a meeting of the security council on Yugoslavia expected to be held tomorrow.

Mr Goulding indicated after talks with Croat leaders in Zagreb on Tuesday that the key obstacle to the peace plan's implementation remains opposition by Milan Babic, leader of the self-proclaimed independent Serbian region of Krajina. "There are differences in interpretation which must be resolved before the UN plan is implemented," he said.

Gamsakhurdia loses another stronghold

FROM REUTER IN MOSCOW

ZVIAD Gamsakhurdia, the ousted Georgian president, was quoted yesterday as saying he would continue his fight to win back power. But the ruling military council, which drove him out of his parliament three weeks ago, said it had taken control of Zugdidi, one of the two last bastions of his support.

Tass news agency published an interview with Mr Gamsakhurdia at a secret location in his home area of western Georgia. Mr Gamsakhurdia, elected by a landslide last May, fled to Armenia three weeks ago after losing a power struggle with the military council. He returned to west Georgia later, but his precise whereabouts have been unknown for the past week.

"I intend to continue my struggle," Mr Gamsakhurdia said. "It is not true that I have been ousted. I have been elected by the people and did not abdicate my post." He called the military council a junta and impostors. Another Tass report quoted the military council as saying its troops captured Zugdidi yesterday morning, one out of two towns loyal to Mr Gamsakhurdia. Government forces seized the Black Sea port of Poti on Tuesday after a day of fighting in which at least six people were killed.

National guardsmen and Mkhedrioni (Knights) militia, the two main forces making up the military council, took Zugdidi after a brief exchange of fire with Gamsakhurdia loyalists in which three people were wounded, Tass said. Mr Gamsakhurdia can now rely on support only in the port of Sukhumi.

Tass said it was unable to get independent confirmation of the fall of Zugdidi as communications with the town were cut. Indiko Kobaliya, mayor of Zugdidi, told Tass on Tuesday that armed groups loyal to Mr Gamsakhurdia intended to defend the town to the end.

Mother's grief: an Armenian woman mourns her son, killed during an Azerbaijani air raid. Fighting between the two republics escalated when Armenian rebels brought down a helicopter on Tuesday, killing 40 civilians and bringing accusations of Armenian state terrorism

Russia prepares for a 'two-speed' commonwealth

Moscow: A leading Russian official yesterday predicted a "two-speed" commonwealth, with some former Soviet republics forming a single economic area while others, including Ukraine, keep their one-time partners at arm's length (Bruce Clark writes).

Vladimir Mashits, head of Russia's new agency for links with other republics, said his government would enter agreements for close economic co-operation — of the kind already made with Belorussia and Kazakhstan — on three conditions: continued use of the rouble; willingness to manage foreign trade and stop wildcat commodity exports; and adherence to a new central banking system, curbing the current practice under which every republic issues roubles.

"Anybody who is not prepared to go along with these conditions will have to accept different economic arrangements," Mr Mashits said, adding that Ukraine, Moldavia and the Baltic states had already opted out by preparing to issue their own currencies. The only former Soviet territory that looked certain to join the single economic area was Kirghizia, although others were free to do so, he added. His stance underlined the Yeltsin administration's increasing toughness in dealing with fellow republics.

Mr Mashits criticised the Ukrainian government for setting coal prices eight times higher than the current Russian level, and said Moscow might raise oil prices in retaliation. These price rises could trigger hyperinflation.

He also censured the Baltic states for demanding hard currency for the use of their ports. He said Russia's most reliable economic partner among the former republics was the oil-producing state of Azerbaijan.

Socialist chief gets cross over croissants

An embattled Mitterrand has begun lashing out at all and sundry, writes **Philip Jacobson**

WITH France's Socialist government lurching from problem to problem as its electoral support evaporates, there is fresh evidence that President Mitterrand is feeling the strain.

In an extraordinary outburst to journalists, he shed his usual icy self-control to rail against "the colossal hypocrisy" of political opponents seeking to link the party to damaging scandals about campaign finances. Over breakfast at the Elysée the other day, M Mitterrand erupted when asked about the various *affaires* that have contributed to his falling popularity among voters.

"The Socialists are the most honest of all the parties, the least malign by a long way," he said. The murky world of business and commerce had always given its support to his opponents and now the party was once more the target of "the big lie".

To judge by the account in *Le Monde*, the breakfast had begun with M Mitterrand in somewhat abstracted mood, grumbling about his poor standing in the polls, praising Edith Cresson, whose ratings are

Mitterrand: voters are deserting him

even worse, for doing a good job as prime minister. His mood changed abruptly when a journalist asked what the president had to say about the recent raid by an investigating magistrate on Socialist party headquarters in which documents had been seized.

"Whenever the financial authorities move against the Socialists, everything gets found," M Mitterrand said. By contrast, he added, any move against the Gaullist RPR [the biggest opposition faction] was always met by a party official who would explain to the public and media that, because the law forbids tax investigations that go back more than three years, "we have burnt all the papers".

The tone as much as the content of M Mitterrand's remarks suprised *Le Monde*, which described him *un homme ulcéré*, lashing out furiously at perceived enemies.

Poland fears spring of unrest

Warsaw: Poland's economic difficulties and growing paralysis of state institutions have led to a breakdown in security that could spark a wave of strikes and protests by spring, to the advantage of former communist forces, according to an interior ministry report (Patricia Koza writes).

It attributed the breakdown to "lack of discipline" among civil servants, outdated laws and the corruption of many government officials. The economy's burdens include indebted state-owned enterprises, a large budget deficit, imports overtaking domestic products, and the smuggling of weapons, drugs, cars, electronic equipment, and raw materials.

Diary, page 14

Water pressure

Brussels: The European Commission has warned the Italian government to tighten drinking water standards in the north of the country or face court action for breaking the European Community's rules concerning water cleanliness. *(Reuter)*

Munich buried

Bonn: A "good neighbour treaty" to replace the notorious 1938 Munich agreement between Germany and Czechoslovakia has been approved by the German cabinet and is to be signed by Helmut Kohl, the chancellor, in Prague next month.

KGB spy ring

Rome: American and Italian investigators have uncovered an industrial spy ring and the prime minister's office said they have identified 20 members. According to the newspaper *La Repubblica*, it was set up by the KGB in Italy's defence industries. *(AP)*

Chilean haven

Berlin: The Russian government is preparing to let Erich Honecker, the former East German leader whom Germany wants to extradite, leave for Chile, a television station said. Herr Honecker, aged 79, is in the Chilean embassy in Moscow. *(AFP)*

Turkey warned

Nicosia: Iran warned Turkey of the "wrath of Muslims" after Turkish television showed a film which Iran says insults Ayatollah Khomeini. Mehdi Karrubi, the parliamentary speaker, told Turkish leaders to "watch their actions". *(Reuter)*

Basque arrests

Bilbao: Spanish civil guards detained 15 suspected Eta guerrillas in the Basque province of Vizcaya. Eta has shot six people dead this month, three of them in Barcelona. More arrests were possible in the continuing operation, local officials said. *(Reuter)*

Doctor's anger

Oslo: Jens Moe, a doctor, reported Gro Harlem Brundtland, the Norwegian prime minister, to the police, demanding that she be prosecuted for letting people die while waiting for hospital treatment in the health service. *(Reuter)*

هكذا من الأصل

Middle East peace negotiations

Palestinians press for exiles in talks team

FROM BRUCE CLARK IN MOSCOW

PALESTINIANS made another unsuccessful attempt to broaden their representation at the Middle East peace talks yesterday and said that there could be no progress until the issue was resolved.

Hanan Ashrawi, their spokeswoman, said that the Russian and American sponsors had failed to respond to her delegation's plea for admission to the second and final day of deliberations yesterday, during which participants formed working groups.

The Moscow negotiations have been marred from the outset by a dispute over whether Palestinian representation should be confined to residents of the occupied territories, as Israel insists, or broadened to encompass the diaspora.

Mrs Ashrawi said: "No progress in talks on the Middle East is possible without the full representation of the Palestinian nation." She said that her compatriots had felt encouraged to appeal to the Russians and Americans after both countries indicated on Tuesday that wider Palestinian representation might be acceptable later.

In a memorandum to James Baker, the American Secretary of State, and Andrei Kozyrev, the Russian foreign minister, the Palestinians had also suggested the status of Jerusalem and human rights as topics for the groups.

The groups will meet in Belgium, Canada and elsewhere in April and May, officials said. Diplomats said that they expected the same formula would be adopted to deal with arms control, economic development, the environment, water resources and refugees.

The environment was likely to be discussed in Tokyo, water resources in Austria or Turkey, and arms control possibly in Washington. One group would meet in Canada at the end of April or early May, an Israeli official said. An Arab diplomat said the economic development working group would meet in Brussels on May 11-12.

After a separate meeting with Mr Kozyrev, Kamal Abu Jaber, the Jordanian foreign minister, hailed Russia's emergence as a diplomatic force in the Middle East. He declined to comment on Palestinian complaints that Russia's position was little different from that of Washington.

Gianni De Michelis, the Italian foreign minister, censured Israel for obstructing the peace process by announcing new settlements in the occupied territories. But he saw Israel and Egypt as potential partners in efforts to build closer relations between southern Europe and North Africa.

● **Delhi**: India and Israel have decided to establish full diplomatic relations with embassies in Tel Aviv and Delhi, the Indian foreign ministry said yesterday. *(Reuter)*

Region strives to calm troubled waters

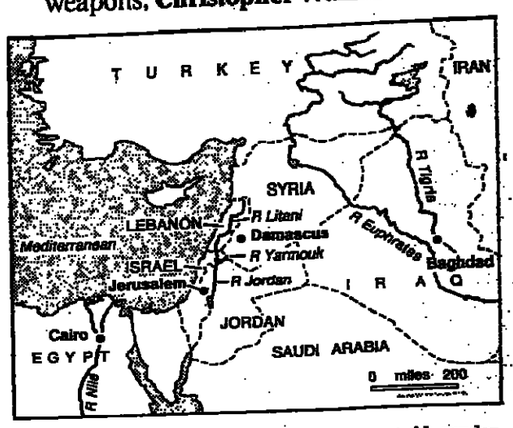
The struggle for the control of water resources has sinister global implications in an area awash with weapons, **Christopher Walker** writes

OF ALL the issues to be raised for discussion at the third round of the faltering Middle East peace process in Moscow, none is more explosive than the parched region's dwindling water resources.

On that at least, Arab and Israeli experts agree. On both sides of the Arab-Jewish divide, warnings on the dangers have been voiced, but they often have gone unheeded in a debate in which land and oil are often seen as more crucial.

Yesterday delegates from the Gulf states and Israel held an unprecedented meeting pledging to confer again on water-sharing in April or May, an Israeli official said. Austria and Turkey said that they would be willing to host the meeting, which America wants to take place in Turkey. Israel had tried to rule out discussion of the West Bank water question in the Moscow discussions.

Elias Salameh, professor of water resources at the University of Jordan, said: "Some time between 1995 and 2005, there is a high probability that Israel, Jordan and the [occupied] West Bank will face such progressively worsening water shortages that there will be conflict."



A report from the Washington-based Centre for Strategic and International Studies summed up the difficulties for delegates to the talks, whose hopes of progress have been severely limited by the boycott of Syria and Lebanon, both vital players in the water question. "Before the 21st century," the institute predicted, "the struggle over limited and threatened water resources could sunder already fragile ties among regional states and lead to unprecedented upheaval."

Water is the hardy perennial of the Middle East impasse which tends to be eclipsed as interest focuses on more fashionable questions such as the Palestinians and control over oil.

According to American sources, that is one reason why James Baker, the Secretary of State has insisted that it play an important role on the multilateral agenda. "He knows, as we all know, that without a solution, it could soon wreck any other type of regional peace agreement," an American official said.

At the heart of the problem is the geographical fact that the great rivers of the region — the Euphrates, Tigris and Nile — rise in non-Arab countries, while those rivers on which Israel relies, the Jordan and the Yarmuk, have their sources in Arab countries.

Tension arising from water has been aggravated by the way in which Israel has exploited the resources of the West Bank since it was occupied in 1967. Independent observers are convinced that it and the occupied Golan Heights are being retained in part for their hydrological value.

It is estimated that about 83 per cent of the so-called "mountainous aquifer" under the West Bank is being utilised by Israelis, either in the pre-1967 Jewish state or in the territories. The imbalance is displayed at its most provocative when Jewish settlements with large, full swimming pools sit beside Palestinian villages with water shortages. The Arabs also accuse Israel of siphoning water from the Litani river in south Lebanon into northern Galilee.

The struggle for control of water is also a prime source of friction between Muslim countries in the Middle East where the widespread availability of arms renders all regional problems of potential world concern.

Syria and Turkey, Turkey and Iraq, Syria and Iraq, Syria and Jordan, Egypt and Sudan, and Egypt and Ethiopia all have differences related to the need to share water resources. These have been exacerbated by rapid growth in population.

Last year, Turkey demonstrated that it could turn off the taps to Syria and Iraq downstream on the Euphrates when it reduced the flow to fill the reservoir behind the new Ataturk dam. In addition, water tables are falling and Gulf states have to desalinate sea water at great expense in order to supply the needs of growing cities.

One Cairo-based diplomat said: "The whole question of water is lying in wait like a robber to assail any agreement that might be reached on the other questions in the peace process. It will not go away."

Israel braced for election in June

FROM RICHARD BEESTON IN JERUSALEM

ISRAEL yesterday appeared to be heading for an early summer election when the ruling Likud party and the opposition Labour party agreed to go to the polls in June, probably on June 23.

The decision, reached by party negotiators after two rounds of talks, is expected to be confirmed by Labour leaders today. Likud, which is currently heading a minority government, is then expected to present an early election bill before the Knesset and run the country until polling.

The latest polls indicate the two main parties are currently neck and neck and will probably win the same number of seats they currently occupy in the 120-member Knesset, making yet another coalition government necessary. According to current predictions, Yitzhak Shamir, the prime minister, is likely at this stage to be returned to power at the head of a coalition with right-wing and religious parties.

Likud intends to fight the election on the premise that it can deliver peace with Israel's Arab neighbours and the Palestinians, while maintaining sovereignty over the occupied territories, increasing Jewish settlements and safeguarding the country's security needs.

The Labour party is expected to concentrate on the poor state of Israel's economy. Rising inflation and growing unemployment have resulted in a drastic reduction in the number of Soviet Jews wishing to emigrate to the Jewish state. Labour's chances of success may well depend on the outcome of a bitter leadership battle due to be settled next month between Shimon Peres, the party's chairman, and his number two, Yitzhak Rabin.

Both parties will have to tackle the key issue of how to conduct peace negotiations with the Palestinians in the occupied territories and what to do about the militant behaviour of the Jewish settlers in the West Bank and Gaza Strip who have vowed to sabotage the peace process.

The settlers vowed to step up the construction of new settlements in the occupied territories in a move intended to undermine current negotiations to grant self-rule to Palestinians in the West Bank and Gaza Strip. A spokesman for the settlers' council, representing some 110,000 Jews, said plans had been drawn up for the creation of 4 new settlements, which had already been approved by the government. A separate group of Jewish settlers who have been occupying Palestinian homes in Arab east Jerusalem, have announced that they expect soon to take over several additional properties in the Silwan area, adjacent to the old city, as well as to begin construction on a complex of 200 flats in the predominantly Arab neighbourhood.

Peres: fought in bitter leadership battle

Fahd to take first democratic step

FROM CHRISTOPHER WALKER IN CAIRO

SAUDI Arabia, after years of procrastination, has chosen next month, the first anniversary of the liberation of Kuwait, as the date when the long-awaited law establishing the kingdom's first representative assembly will be published.

The setting of a timetable for the small but important step towards democracy was seen as reflecting growing internal and international pressure on the Saudi absolute monarchy to move towards modernising its feudal form of government.

The announcement was also viewed in Western circles as a shrewd attempt by King Fahd to ward off any campaign for a broader form of democracy that could be fuelled by the run-up to the general election in neighbouring Kuwait, planned for this October.

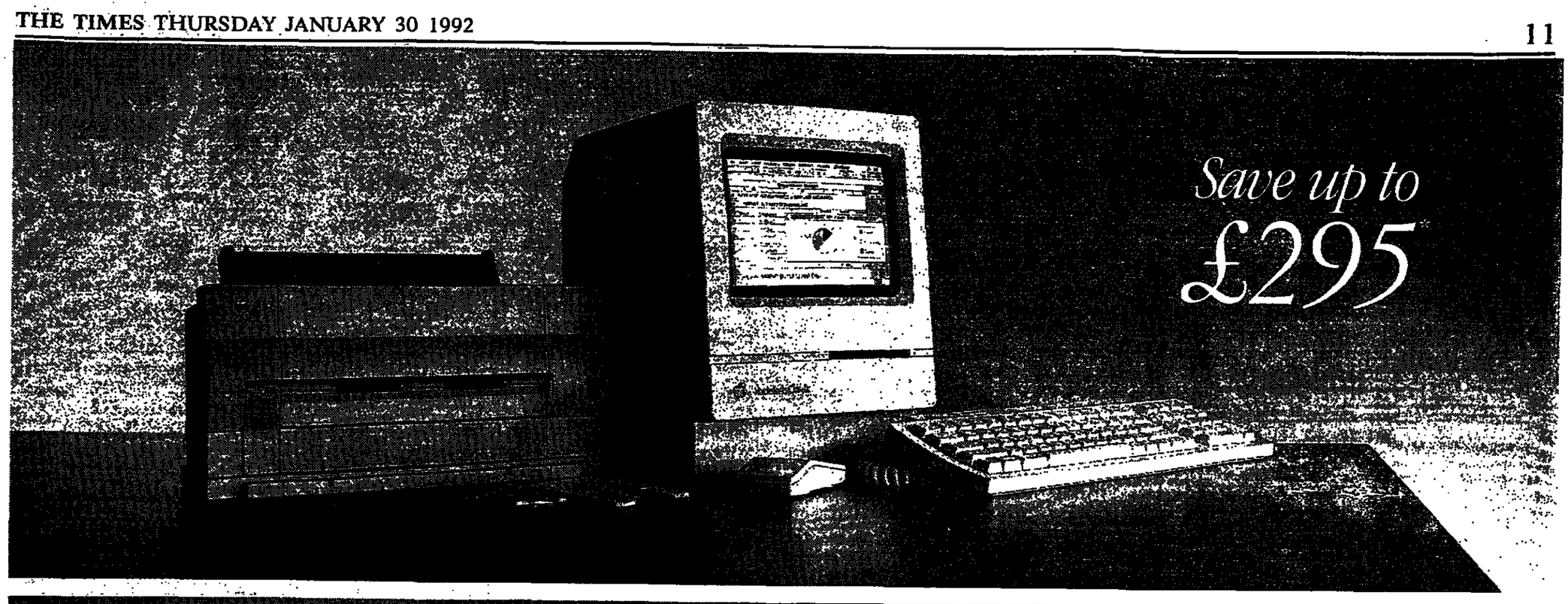
Although the assembly, or *majlis al-shura*, would be appointed rather than elected, the move to fulfil a promise originally made as far back as 1962 is expected to meet stiff opposition from Islamic conservatives who have campaigned to nullify any Western influences resulting from the Gulf war.

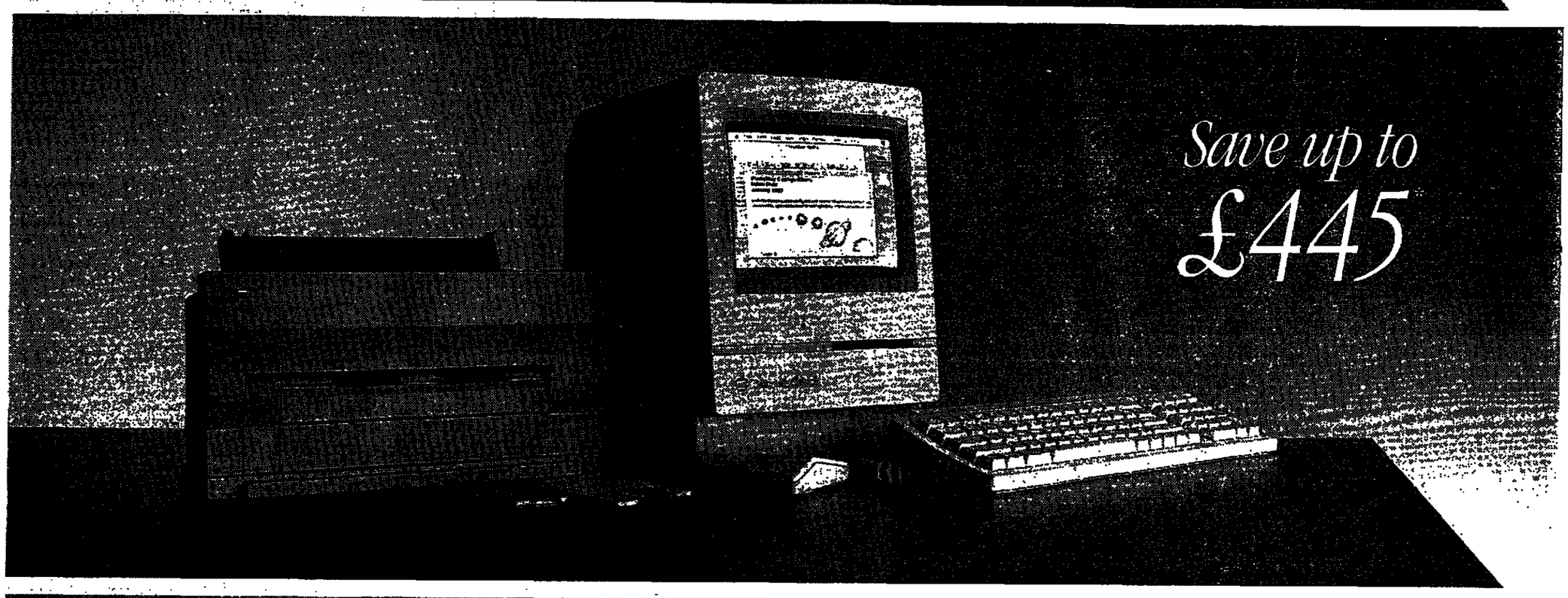
The idea derives its inspiration from an injunction of the Koran — "in your affairs, consult among yourselves" — but the conservatives have long been suspicious of it and how it might be implemented. During the heady days of the oil boom, public feeling on the issue was overtaken temporarily by the country's march towards modernisation and social and material progress.

Liberals and conservatives have been circulating petitions since fighting ended in an attempt to press their point of view. One drawn up by the conservatives demanded a final say on approving members of the assembly who will share decision-making with the king.

In a related sign of progress reflecting discontent among younger and more liberal members of the royal family, which has 5,000 members, the king added: "We will work, with God's help, to develop some of the old laws to cope with the country's comprehensive renaissance within the framework of the Islamic tenets and in the light of our religion." There was no immediate explanation of his remarks or in what way the country's legal framework will be altered.

هكذا من الأصل





They'll also save you trading up in a year or two.

Up to now, buying an inexpensive personal computer often meant buying an ineffective one.

Some low cost machines are little more than word processors that soon outlive their usefulness. Invest in an Apple™ Macintosh,™ and the system you start with will be a system you can stick with.

Although our personal computers are easy to use, they are serious business machines. Since the early days each Macintosh we've made has been upgradeable.

It will access and amend files created on systems like MS-DOS® and will accept new technology as we introduce it.

Between now and March 20th you could avail yourself of an Apple Macintosh system for as little as £895* plus VAT. This buys our Classic™ 2/40 model plus StyleWriter™ printer. A package with a previous suggested retail price of £1,190 plus VAT.

Choose the more resourceful Classic II 2/40 model with StyleWriter™ printer, and you could pay just £995* plus VAT, compared to the previous suggested retail price of £1,440 plus VAT.

Go for the Macintosh LC 4/40 model, with 12" colour monitor and Personal LaserWriter™ LS, and you could pay as little as £1,975* plus VAT, compared to the previous suggested retail price of £2,320 plus VAT. There are significant savings possible on other Classic and LC systems. And finance terms are also available, subject to status.

If you're considering your first personal computer system or wish to add to an existing one, call up your local Apple Authorised Dealer or dial 100 and ask for Freefone Apple.

But act fast, never before have the world's most user-friendly personal computers been available at such user-friendly prices.

DIAL 100 AND ASK FOR FREEFONE APPLE.
Or post coupon to Naomi Lennon, Customer Care Administrator, Apple Computer U.K. Limited, FREEPOST, Information Centre, London SW15 2YY making sure you include your postcode.

Name _____ Title _____
Organisation _____
Nature of Business _____
Address _____
Postcode _____ Telephone _____
TT1

Apple™ Macintosh. The power to succeed.

*Based on Apple Computer U.K. Ltd's reduced Suggested Resale Price for the period of this promotion only (to 20th March 1992) from participating Apple Authorised Dealers. All prices exclude VAT at 17.5%. Apple Authorised Dealers are free to set their own prices.

Clinton seeks sympathy in the puritan heartland

FROM MARTIN FLETCHER IN PORTSMOUTH, NEW HAMPSHIRE

BILL Clinton flew into conservative, puritanical New Hampshire yesterday to see if the voters of the Granite State had hearts of stone.

It was the Arkansas governor's first visit since being engulfed in allegations of marital infidelity. He came knowing that if New Hampshire turned against him in the nation's first primary next month his presidential bid would crumble, but the early indications were that he had the backing to stay the course.

Mr Clinton's state headquarters claimed that it had taken 400 calls since Gennifer Flowers, an Arkansas nightclub singer, went public on Monday with claims to have been his lover for 12 years. All but eight had been supportive. The would-be president was busy troubleshooting on other fronts yesterday with complaints from Mario Cuomo, the New York State Governor, and the Country and Western singer Tammy Wynette.

Mr Cuomo was outraged at comments Mr Clinton made in a taped phone call with Ms Flowers. He called Mr Cuomo an "aggressive, mean son of a bitch" who acts like a "mafioso". Mr Clinton admits he made the comments but said he did not mean any offence.

Tammy Wynette: anger at Mrs Clinton's words

Tammy Wynette was angry at Mr Clinton's wife, Hillary, who showed her support for her husband in the face of the adultery allegations by saying she was not "some little woman standing by my man like Tammy Wynette", a reference to Wynette's most famous song. Wynette's husband, George Richey, said she hit the roof and refused to accept a privately offered apology. "My wife and her fans were insulted in public. She wants Mrs Clinton to apologise in a similar forum," he said.

Opinion polls showed Mr Clinton remained the Democratic frontrunner in New Hampshire and had actually increased his support despite his troubles. WMUR, the state's main television station, gave him 30 per cent, five points ahead of Paul Tsongas, the former Massachusetts senator, and six points up on two weeks ago. Mr Clinton has also picked up important endorsements from Joseph Grandmaison, the former New Hampshire Democratic chairman, Norman d'Amours, the state's former US congressman, and Madeleine Kunin, until recently the popular governor of neighbouring Vermont.

Mr Clinton's problem is that the media continue to focus on his private conduct, making it almost impossible to get his political message across. In Houston on Tuesday night, after delivering his response to President Bush's State of the Union speech, Mr Clinton made a rare protest when the first three questions from journalists were about Ms Flowers's tapes of her purported conversations with him.

"People are sick and tired of your obsessive preoccupation with a failed set-up, and I have nothing else to say about it," he snapped.

President Bush, the other politician fighting for his political life in New Hampshire, appeared to receive little immediate boost in this economically depressed state from his State of the Union address. The Manchester *Union Leader*, New Hampshire's only statewide newspaper, yesterday carried a front page report of the speech but devoted its editorial page to praise of a rival recovery plan — that of Patrick Buchanan, Mr Bush's challenger.

Stand by your man, Life & Times, page 1

On the record: Imelda Marcos is fingerprinted after her arrest on charges of illegally depositing $356 million in Swiss bank accounts during the 1970s

Arrested Marcos 'in shock'

FROM ABBY TAN IN MANILA

A TEARFUL Imelda Marcos was briefly arrested, fingerprinted and then released on bail yesterday on charges that she had illegally opened Swiss bank accounts.

The former first lady of the Philippines, now a presidential candidate, said that government persecution made her more determined than ever to win the May election. "This is unbelievable. I am in a state of shock." She said of the ten-member arrest team: "I think this is overkill."

Police officers arrested her as she stepped out of her $2,000 (£1,100) a night suite at the Philippine Plaza Hotel, her home for the past three months. Police cars, with sirens wailing, took her to a suburban police station. She declared her innocence, and criticised the government of President Aquino for three hours before she was taken to a court where she posted $1,130 (£627) bail.

As Mrs Marcos was being arrested, Mrs Aquino was attending the summit of the Association of South East Asian Nations in Singapore. She returned to Manila as Mrs Marcos was released.

The arrest warrant was issued after she failed to post bail on three counts of violating Philippine currency laws when she opened secret Swiss bank accounts in the 1970s. The accounts contained $356 million which the Philippines government is claiming.

Algiers police kill two Muslims

Algiers: Two people were killed yesterday when police opened fire to disperse hundreds of Muslim demonstrators, according to the national news agency APS and the fundamentalist Islamic Salvation Front (FIS). They were the first fatalities during a series of such clashes which have erupted since the army took power two weeks ago.

The dead were said to be an elderly woman and a 12-year-old boy who died from a bullet wound in the head. Seven people were wounded and police arrested 23 people when a crowd of 300 went on the rampage in the fundamentalist quarter Bab Djarah after two imams were arrested shortly before midday prayers. *(AFP)*

Skiers killed

Klagenfurt: Four people were killed and about ten were injured when a cable of a ski lift at the southern Austrian centre of Sonnenalpe Nassfeld came off a pulley, plunging them to the ground. Police said all the victims were Slovenes. *(AP)*

Gibraltar pact

Gibraltar: Joe Bossano, the chief minister of Gibraltar, and Patricio González, mayor of neighbouring Algeciras, signed an agreement to form a joint economic co-ordination council. The pact contradicts Madrid policy on relations with the colony.

Drugs bonfire

Islamabad: Pakistan is planning what it believes will be the world's biggest bonfire of illegal drugs. Rana Chandar Singh, the narcotics control minister, will burn 3.23 tonnes of heroin and 39 tonnes of hashish at Turbat on Saturday. *(Reuter)*

Zaire rethink

Kinshasa: Nguza Karl-I-Bond, the Zairean prime minister, wants a national "round table" with restricted numbers instead of the conference on the country's future, suspended ten days ago, which he said had raised fears of tribal war. *(AFP)*

Doctors sacked

Dar es Salaam: The Tanzanian government sacked 140 doctors and medical technicians on strike for better pay and conditions at the main hospital here. It said that they had put lives at risk "contrary to professional ethics and rules". *(Reuter)*

Sex scandal

Peking: Pan Weiming, a senior Communist party official once entrusted with spreading party propaganda, has been jailed for four years for his part in a sex scandal involving at least seven women, the *Shanghai Evening News* said. *(Reuter)*

Rich kick up fuss over chorus line

FROM JAMES BONE IN NEW YORK

Two of America's richest families have gone to court in an unseemly row over the world's most famous troupe of dancing girls.

The multimillionaire Pritzkers of Chicago and Rockefellers of New York are at odds over the Rockettes, a chorus line of 50 leggy dancers, founded in 1925, whose annual Radio City Music Hall Christmas Spectacular is a New York institution.

The dispute is more than a society row: at stake are millions, possibly tens of millions, of dollars. The Pritzkers, whose business empire includes Hyatt hotels, agreed in October 1989 to help the Rockefellers to launch an "Easter Extravaganza" modelled on the popular Christmas show. Radio City, where the dancers perform, is part of the Rockefeller Centre complex in Manhattan. But the Rockefellers found themselves short of cash.

A Pritzker family company and a group of investors agreed to put up $5 million (£2.7 million) to enter into a 14-year partnership with the Rockefeller Group's Radio City. In return, the Pritzkers were to receive a share of the profits from the Easter Extravaganza at Radio City and permission to take Rockette shows on tour and sell souvenirs. The Pritzkers thought it was a good deal. The returns from the Easter Extravaganza were estimated at $130 million over the 14 years. But the cosy arrangement was suddenly disrupted by the arrival of a stranger from Japan. Four days after the Pritzkers signed the contract, Rockefeller Group announced that Mitsubishi had bought a controlling interest — including Radio City. With Japanese money behind them, the Rockefellers no longer needed the Pritzkers' help. The partnership had, in the words of one senior Rockefeller executive, become "an embarrassment".

The Pritzkers say the Rockefeller Group — now 80 per cent owned by Mitsubishi — are trying pressure tactics to force them to abandon the Radio City partnership. The Chicago family claims that the Rockefeller Group had "padded" the show's budget with undocumented overtime and costume expenses and refused to let the dancers out on tour. The Pritzkers also claim the Rockefeller Group has withheld all but $79,000 of the $522,000 profit to which they say they are entitled from the 1991 Easter show. The legal battle has become a clash of the titans.

هكذا من الأصل

Gallup tunes in to Russia's tastes in TV

Advertisers should soon get some answers from Russia, Melinda Wittstock writes

ONE TELEVISION NETWORK has become a regular viewer of Western television over the past three months. But the few Western [illegible] Russian [illegible] (RTR) and [illegible] peak and [illegible] channels [illegible] has disappeared [illegible]

Although [illegible] to tap the Russian audience of 200 million, the lack of other reliable [illegible] and preferences [illegible] most Western [illegible] and programme [illegible] in former Soviet [illegible]

Now, viewers throughout the Russian [illegible] and later other [illegible] Commonwealth [illegible] dent States [illegible] record [illegible] habits. Commercial programmes [illegible] and [illegible]

[illegible] with the [illegible] BBDO Moscow [illegible] programme [illegible] agency Gallup. [illegible]

[illegible] Russian [illegible] said [illegible] firm [illegible]

[illegible] said [illegible] firm [illegible]

[illegible] Western [illegible] and [illegible] in Western output, 22 per cent of students watch it.

The announcement of the new survey comes as Western broadcasters are beginning to promote their output to secure future broadcasting deals.

The Russian Media Monitor, the first continuous national television research to be done in Russia, will construct a socio-demographic profile of the audience and a comparative assessment of the effectiveness of advertising in a given region. "It's a breakthrough, following years of unstructured market analysis," Gordon Heald, Gallup UK's managing director, said. "This information will now be responsible to advertising advertisers and to companies new to the market."

Bruce Macdonald, director general of BBDO in Moscow, said that it was almost impossible to persuade companies to advertise if they could not assess the likely impact with authoritative audience research.

"There is just no information at the moment," Mr Macdonald said. "The Russians can't say, yes, [illegible] 80 million watched a programme or 100 million watched it, they can't say what percentage will deliver a large target audience."

Mr Macdonald, who has worked in Moscow for three years, said that Russians watched Western commercials avidly. It is not surprising if you have seen Soviet adverts [illegible] "They are badly [illegible] and have no message [illegible] The programmes such as BBC's *The Second Russian Revolution* have had considerable impact, he said.

The Russian Media Monitor hopes to use its findings to persuade commonwealth stations to create an "advertising environment" by scheduling slots for childrens', business and sport programmes.

Preliminary research by Gallup has found that national television in the republics is the primary source of news and entertainment, with 78 per cent of people viewing it on a regular basis. While [illegible] per cent of the population tunes in to Western output, 22 per cent of students watch it.

The announcement of the new survey comes as Western broadcasters are beginning to promote their output to secure future broadcasting deals.

Chicken offered for oil

[illegible]

Cheap check

[illegible]

Monkey [illegible]

[illegible] *al-Ahbar* [illegible] ed. [illegible] ten pills [illegible] was recaptured [illegible] later. *(Reuter)*

Michelin stars

Paris: [illegible] guide to good [illegible] ed nine British restaurants or hotels to its 1992 edition but has withdrawn three coveted star [illegible] Only one restaurant added was in London. *(Reuter)*

Animal check

Washington: The United Nations has said that a plan to catalogue the estimated 3,000-5,000 varieties of domestic animals and their wild relatives in the developing world and preserve them before they are changed by cross-breeding. *(Reuter)*

TIM BISHOP

Wheel of fortune: John Grantham, a helicopter pilot, with a supermarket trolley wheel device he invented. Essential weekend relaxation was the mother of his invention (Bill Frost writes). Plagued for years by his Saturday morning duty, he decided that it was not beyond the wit of man to design a trolley wheel that would go in the direction in which the pusher intended. The invention yesterday won him a prize from the Honeywell/Sunday Times Innovation Awards committee and a lucrative deal with British Castors. The trolley steering unit has a locking device in the front wheels. When the trolley is laden, the front wheels are fixed in the forward position. "This ensures the trolley will not run away with you and topple over, spilling everything in the car park," Mr Grantham said. "The steering unit can also be used on airport and railway luggage chariots. This could make me a multi-millionaire." The man from British Castors nodded in agreement.

Minnelli divorced

More than a year after **Liza Minnelli** filed for divorce, her 12-year third marriage to **Mark Gero**, the theatrical producer, has been dissolved by a New York judge. Ms Minnelli, daughter of Judy Garland and Vincente Minnelli, the film director, had charged her husband with desertion.

□

Barbra Streisand has been nominated by the Directors Guild of America to receive its annual award for best director of a feature film for *The Prince of Tides*, in which she also starred with **Nick Nolte**. Britain's **Ridley Scott** is nominated for *Thelma and Louise*. **Jonathan Demme**, the director of *Silence of the Lambs*, is in line for the award as well.

□

King Husain of Jordan, aged 56, was admitted to hospital yesterday for what was described as minor surgery on his right leg. The purpose of the surgery is not known.

□

The tourism committee of Nottingham is to present **Kevin Costner** with the keys to Nottingham Castle after his film, *Robin Hood Prince of Thieves*, attracted thousands of visitors to the city. The county council is also considering granting the actor the freedom of Sherwood forest.

□

Wang Yannan, the hotelier daughter of **Zhao Ziyang**, the deposed Chinese prime minister, is in Hong Kong on business, according to a spokeswoman for the Sheraton hotel group. Miss Wang holds a managerial position at the Great Wall hotel in Peking which was to have been transferred to Sheraton's regional sales office in the colony before the pro-democracy riots in Tiananmen Square in 1989.

□

"Big" Willie Dixon, the blues singer-songwriter whose songs were performed by the Rolling Stones, the Doors, Jimi Hendrix and Elvis Presley, died yesterday of heart failure at the St Joseph medical centre in Burbank, California. He was 76. The entertainer's health had been deteriorating since last June.

□

Dewi Sukarno says she will file a countersuit against **Victoria Osmena**, a New York socialite, who alleges that the widow of Indonesia's first president attacked her with a champagne glass at an Aspen, Colorado, dinner party earlier this month.

Skinhead gangs lead wave of race attacks in Hungary

FROM ERNEST BECK IN BUDAPEST

SABRI, a shy Yemeni student at Budapest's technological university, gently brushes the hair away from his forehead and points to the scars and bruises above his eye. "This is where the skinheads kicked me with their boots," he says. That is all he remembers before being knocked unconscious outside a cinema.

The attack was part of a rising tide of racist violence in Hungary in the past 12 months in which between 60 and 80 Arab, African and Asian students have been viciously assaulted by skinhead gangs, according to the Martin Luther King organisation, a group set up in Budapest last year to combat racism.

The spate of ugly assaults and the arrest here two weeks ago of an armed neo-Nazi group have confirmed fears that the wave of right-wing extremism sweeping Europe has reached Hungary. Lieutenant Ivan Krupa, who heads a Budapest police unit investigating race-related crimes, says there are about 450 "hardcore" skinheads and up to 1,000 sympathisers in the capital. The gangs roam the streets and underground stations, and ride on trams and buses searching for a lone victim. "Then they taunt and curse the person and begin to beat him, sometimes with a baseball bat."

Skinhead violence has surfaced periodically in Hungary since 1969, but was kept in check by the communist authorities. Since the return to democracy two years ago, there have been attacks on Cuban guest workers, and skinhead rock groups have appeared mouthing fascist lyrics and calls to kill gypsies.

Tensions boiled over this month after a Hungarian youth was killed in an underground station during a brawl with a Nigerian. The incident provoked public outrage and what police are calling "revenge attacks" against blacks. Candles and flowers still mark the spot where the youth died. Many foreign students now carry mace and do not go out at night.

Another worrying development, police sources say, is evidence linking neo-Nazi groups in Austria and Germany to their Hungarian counterparts in what appears to be a co-ordinated effort to spread their ideology. Officially, police and internal security officials insist that the resurgent right remains a lunatic fringe in Hungary and poses no real threat. Their numbers are indeed small and they are kept under close surveillance, according to the National Security Office.

Privately, however, those involved with investigations concede that the problem might be underestimated. Anti-semitic literature was openly on sale in Budapest last week at a meeting of the right-wing Holy Crown Society. One police officer says: "Social misery creates fertile ground for extremist ideas to take hold, especially among the young skinheads who are between 14 and 17 years old.

Promiscuous Swedish adders cast doubt on female virtue

A study of snakes has undermined one of Darwin's key theories, Nigel Hawkes writes

A COLONY of Swedish adders has thrown into question Charles Darwin's established principle that females are naturally monogamous and unwilling accomplices to male promiscuity.

Darwin believed that, while it was always in the interests of males to copulate as often as possible in order to increase their chances of posterity, females gained no benefit after the first occasion. Further couplings were quite literally a waste of time for females that had already been impregnated. The theory provided a scientific basis for Victorian views about sexuality, with men characterised as naturally polygamous and woman as instinctively monogamous.

The Swedish adders appear not to have read much Darwin. In the three-week mating season, the typical female adder mated with four males, and some with as many as eight.

For ten years, Swedish, American and Australian researchers watched the colony, living in grassy meadows in southern Sweden, even inducing the females of the species to swallow miniature radio transmitters the better to follow their activities.

The researchers, who publish the results of their study in *Nature* magazine, conclude that the females gain an advantage from multiple matings because it allows the sperm from several males to compete for the privilege of fertilising the egg. In this way, the female does not have to make difficult choices about which male is best-fitted to give her strong and healthy young. She simply leaves the sperm to sort that out for themselves

The method seems to work. The observations show that the females who copulated most often had a higher proportion of live-born young than their less-wanton sisters. A second advantage may be that, in a small community such as the one studied by the researchers, multiple copulation reduces the tendency towards inbreeding.

Nor is the effect limited to adders. The authors, from the universities of Lund, Sydney and Kentucky, suggest that it may apply to other species in which females enjoy many partners.

Exiles accused of killing friends

FROM REUTER IN LOS ANGELES

TWO former Soviet army soldiers have been charged in California with murdering two other Russian immigrants and mutilating the bodies to hide their identities.

Prosecutors said the four Russians were involved in a theft ring which specialised in computers, laser printers and fax machines. Sergei Ivanov, aged 28, and Aleksandr Nikolayev, aged 31, were charged with multiple murder, a capital murder with special circumstances in that they killed their victims in the commission of a crime. If convicted on either charge they face the death sentence. The pair were due to be arraigned before a Los Angeles superior court judge yesterday.

Police and prosecutors have painted a picture of the four mismatched immigrants who escaped from the oppression of the former Soviet regime to the sunny streets of Los Angeles and found that the way to wealth lay in crime. But, according to Marcia Clark, the prosecutor, something went terribly wrong with their rags-to-riches scheme.

Nikolayev: a get-rich plan that went wrong

According to court papers, police received a call from neighbours of Andrei Kuznetsov, who owned a house in an exclusive area of Los Angeles, complaining that a car engine had been running for some time in front of the house.

The officers were met at the door by Mr Ivanov, whose clothing, they say, was drenched in blood. He pulled a pistol which they wrestled from him. Police searched the house and discovered the bodies of Kuznetsov and Vladimir Litvinenko, whose fingers and thumbs had been hacked off. They also found Nikolayev hiding in the house. They arrested him in connection with the murders. Police say all four men lived in the house.

Exploding tights burst on to market

BY NICK NUTTALL, TECHNOLOGY CORRESPONDENT

STOCKINGS sporting millions of tiny exploding, fragrant capsules could soon be swishing down British high streets, filling the urban air with the smells of Japanese island woodlands and flowers.

Japanese researchers have devised what the world has clearly been waiting many years for: scented tights. The micro-capsules, of which there are around 200 million, amount to a pair of tights and are triggered by movement, bathing the wearer in a cloud of pleasant aromas.

At East [illegible] company Kanebo of [illegible] hopes to market [illegible] in Britain within the year, according to [illegible] in London. [illegible] called Eaux de Fleur, were developed [illegible] but the company [illegible] until now to bring their delights to a European audience.

The wait is partly because Kanebo, which has developed capsules carrying rose, lavender and lilac, believes that the scents which attract women in Tokyo to the tights counters might be different to those which European women will enjoy.

Tights are not the only aromatic goods being developed by the company. Futons, the traditional Japanese beds, have been given the scent treatment as part of the company's *Shinrinyoku*, or wood-bathing, line which also includes towels and underwear. Other textiles that have been enhanced in this way are designed for making scented ties, sweaters, hankies, aprons and pyjamas.

Cloth is impregnated with the exploding capsules, carrying a copy of fragrant oils found on the island of Yakushima and eucalyptus, which are said to be calming, purifying and good at killing bacteria.

The notion of wearing undergarments with exploding capsules might appear a risky business, but the firm emphasises that the detonations are imperceptible. Tests indicate that the fragrance remains for between five to ten washes, after which most of the capsules have exploded.

Kanebo's spokesman said tests indicated that the fragrances did not transfer to other garments in the wash — a comfort for some, but bad news for anyone hoping to pep up their old socks on the cheap with the aromas of a Japanese woodland.

Meanwhile, Daido Steel, a Japanese metal company, has developed an alloy which will emit fragrances and is being made into fashion accessories such as necklaces. The special metal is made from molybdenum or nickel, iron or chrome, which is powdered and baked at 1,200C, causing the creation of millions of tiny pores on the metal's surface. These can be filled with the perfume, which is then released during the day.

Electronics companies such as Sanyo and Seiko are also using the alloy in everything from vacuum cleaners and electric shavers to air purifiers and alarm clocks, opening up the possibility of being awakened by a piercing buzz tempered by the aroma of coffee, two pieces of toast and a slice of smoky bacon.

Japan's cult of racial purity

Joanna Pitman, in Tokyo, breaks a code behind a wave of racist slurs

As a foreign resident in Japan I am obliged to carry an alien's card with me at all times, showing my fingerprints, a photograph and other details. Whistle-blowing policemen occasionally demand to see it late at night, but white Westerners generally have an easier time than coloured aliens.

To many foreign visitors, racism seems endemic in Japan. Many Japanese never refer to themselves as Asians, regarding Asians as inferior beings who, if allowed to immigrate to Japan, will only sully its racial purity. The National Police Agency recently issued an internal manual advising police officers that Pakistanis have "a unique body stink" and "lie in the name of Allah". It instructed them always to wash their hands after detaining Pakistani suspects because, it said, they suffer from contagious skin diseases.

In 1986, the then prime minister, Mr Nakasone, sparked an uproar in America when he declared that the United States was a less intelligent society than Japan because of its black and Hispanic races. His remarks were intended for Japanese ears only and passed virtually without comment at home until the inevitable consternation erupted overseas. Last week's speech by the country's most senior parliamentary speaker, Mr Yoshio Sakurauchi, describing American workers as lazy and illiterate was also meant only for domestic consumption. His remarks were made to a sympathetic audience of constituency supporters and the favoured inner circle of journalists who accompany him everywhere. Many of those who heard him probably agreed with him, and this is presumably why Mr Sakurauchi felt comfortable enough to express his inner feelings, or *honne*.

Foreign minister Watanabe: blacks won't pay up

In everyday life, the Japanese are always very careful to minimise embarrassment, and to do so they have devised two different modes of speaking: *honne*, expressing genuine beliefs, and *tatemae*, expressing the façade or the way things are expected to be. *Honne* is the strict truth, generally reserved for discussion in a cosy gathering of like-minded allies. *Tatemae* is used when it is expedient or less embarrassing to say what the listener wishes to hear, a kind of socially approved deceit.

Mr Sakurauchi's crime, in Japanese eyes, lay not in his opinion, but in the folly of blurting it out in too public a forum. "He should never have let his true feelings be known," was their common refrain. That Mr Sakurauchi's remark was racist, however, does not seem to matter in Japan, where flagrantly racist opinions are expressed at the highest levels. The present foreign minister, Michio Watanabe, told a Japanese audience in 1988 that black Americans often run away from their debts. In 1990, the then justice minister Seiroku Kajiyama, compared foreign prostitutes arriving in Tokyo to blacks moving into white areas in the United States. Despite being criticised in the international press, not one of these spokesmen has lost status or influence at home for they were simply articulating what their fellow Japanese have always been taught: that they should be proud to be part of a unique, dynamic and harmonious race.

The concept of Japanese uniqueness based on a supposed racial purity, is known as *nihonjinron*, and has long been a central tenet of the nation's political ideology. Mr Nakasone, one of its keenest proponents in recent years, has used it to boost ethnic pride and to encourage nationalism and group-centred ethics. Ignoring the million Japanese-born Koreans (who are required to adopt Japanese names), the tens of thousands of Ainu (Japan's indigenous race), the three million *burakumin* (the underprivileged descendants of former outcasts), and millions of naturalised Japanese, Mr Nakasone teaches his countrymen that they should be proud of their uniquely homogeneous society, and should realise how fortunate they are not to have to accommodate people from other, less able races on Japanese soil.

Confusion of *honne* and *tatemae* not only leads to embarrassing incidents such as Mr Sakurauchi's remarks about Americans, it leads also to misunderstandings about trade agreements. Japan's politicians like to use *tatemae* to fend off awkward demands from foreign heads of state and to make promises that they have no power to fulfil. It is the bureaucrats and more powerful industrialists who devise and direct the nation's policies, while politicians spend most of their time and efforts gathering and distributing money in order to win re-election.

Japan, nevertheless, likes to present itself as a typical Western parliamentary democracy, so it is the politicians who are always dispatched to meet visiting foreign dignatories. They smile and nod and apparently speak volumes of well-received *tatemae*. But once the foreigners have departed, the politicians are reminded of their relative impotence, and the promises they have made are often quietly shelved.

George Bush, who visited Japan earlier this month, left under the impression that he had won "specific commitments ... to increase American exports to Japan in specific sectors". A week later, the prime minister, Kiichi Miyazawa, was obliged to state that these commitments were not firm pledges, but merely targets.

While linguistic signals do exist to hint that *tatemae* may be in use, they are extremely subtle and fiendishly difficult for foreigners to detect. Foreign governments which quietly rage at Japanese politicians' polite ditherings over international affairs would do well to master them.

Young Daniel Moynihan should not have a right to a seat in Parliament, argues John Grigg

Accident of birth

Little Daniel Moynihan, who may or may not be Little Lord Moynihan, has as good a moral right as anybody else to inherit a peerage with the prospect of an automatic seat in parliament: that is to say, no moral right at all. Whatever may be decided about the title, one must hope that there will be no political privilege attached to it by the time he is 21.

More ethnic variety is badly needed in both Houses of Parliament, and a legislator with origins in the red light quarter of Manila could be of considerable interest, if his other qualifications were adequate. But there is no reason to suppose Daniel's will be; birth is just a lottery. Besides, his mother seems to want to make him "a proper Englishman" by sending him to an English public school, which may be guaranteed to remove most of the advantage of his bizarre background.

The Moynihan case draws attention afresh to the nonsensical basis of our second chamber, although at least it can be said for Daniel Moynihan that he has not yet had the chance to prove his unfitness to sit in parliament, which is more than can be said for some others. Lord Blandford, for instance, will have the right to sit there if, by surviving his father, he exchanges his courtesy title for a substantive peerage as Duke of Marlborough. And Lord Kagan still sits there, despite having once been detained at Her Majesty's pleasure.

The holders of lesser dignities, which carry no political privilege, are likely to be stripped of them if they misbehave. The former Sir Jack Lyons is a conspicuous recent example. But peers, who have not only titles but seats in parliament, and whose possession of both may derive from nothing more than the accident of birth, enjoy a virtual immunity.

The House of Lords is based on hereditary right and/or life tenure, both principles which happen to be valid for a constitutional monarchy and are therefore too often assumed by the lazy-minded to be equally valid for a legislative assembly. But the two functions are quite different. The monarchy is unique, and the arguments for its hereditary character stand on their own, requiring no buttress in a hereditary House of Parliament.

A future English gentleman: Moynihan and his mother

The Queen has no voice or vote in the making of laws, as peers have, nor does she qualify to serve in government, as peers do. She has, of course, the right to be informed and to offer her views in private, but her role in the political process is a formality. Peers are free to be active politicians, and are by custom allotted a ration of ministerial posts. The royal assent to a Bill is a formality; its passage through the Lords is not.

A seat in the Lords confers substantial power and opportunity, as well as prestige. Membership should not, therefore, be haphazard, nor should it be permanent. At present anybody who inherits a UK or Scottish peerage (though not an Irish one) has the right to sit in Parliament for life. Anybody appointed to a "life peerage" has the same unlimited tenure, though not the right to transmit to heirs. "Life peerages" have in one respect made a bad system worse, by aggravating the House's geriatric character.

All hereditary peers should, in principle, be like Irish peers, holding titles without any preferential political rights. And no member of the House of Lords should sit there for life. Members should be elected or appointed for a fixed term.

A 21-year-old Lord Moynihan would certainly bring youth to the chamber, but he might well bring little else. And he might be there for 60 years or more. This is a preposterous way to recruit members for a parliamentary chamber in any country, let alone a democratic country. Political talent may run in families, as, say, cricketing talent often does. But it should not be taken for granted. Who, as Nancy Astor asked, would think of having an hereditary cricket team? — a question the prime minister might ponder should he ever turn his mind to constitutional reform.

Daniel Moynihan may never give his mother the satisfaction of hearing him speak in the House of Lords, but he will have done the state some service if he helps to demonstrate the utter absurdity of the present system.

Weaving an epic fantasy

Bernard Levin pays tribute to the creator of hobbits

The centenary of J.R.R. Tolkien's birth a few weeks ago has predictably stirred yet again much heated discussion of his masterpiece *The Lord of the Rings*, and of the influence those three volumes have had. For my part, the discussion led me to read it again, but if I am asked why I should add my pennyworth to the latest debate, seeing that many hundreds of thousands of words have been spilt again in the wake of the many previous millions, I shall stake a tiny claim: I am not sure, but I *think* I was the first person to go into print, in the form of a review, on the book.

I took home the review copy of volume one and went to bed early with it. I finished it at dawn, and I had not blinked once, let alone yawned. Next day, I wrote my review, and it was published at once.

Tolkien has been accused of many literary crimes, to almost all of which he can justly plead Not Guilty, but the most unfair claim is that he began a genre which has spawned countless imitations, shelved in bookshops under the title "Fantasy". Well, *The Lord of the Rings* is certainly fantasy, but apart from the fact that he could hardly suppress the work of scores of authors who thought they were paying homage to the master, his work seemed to me then, and still does now, to have an ingredient which instantly and conclusively sets him off from all his rivals, his pursuers, his imitators, and above all those who hate him.

I must be careful not to ascribe to Tolkien an overt didacticism; there is enough nonsense talked about the book's concealed meaning to accommodate even somebody called Michael Moorcock, who says the book is a "pernicious confirmation of the values of a morally bankrupt middle class", and I can beat even that with a letter in *The Guardian* from a gentleman who denounced the book because it was really an attack on the Soviet Union in general and that nice Mr Brezhnev in particular. Yet it should be obvious that a book which in all fills more than a thousand pages, plus another hundred devoted to six massive appendices all as fictional as the book itself, must be about *something*; no amount of effort could spin that much pure fantasy and keep the reader gripped. It is not just that we want to know who wins, and how; it is truly that we want to know why as well. And of course, *why* is the most powerful of such questions.

But first, I must pay homage to the fecundity — the multiple fecundities — of Tolkien's imagination. (Now there would be a task to win the Wheatley Medal for Indexing!) Take the cast, though it will take some taking: there must be over a hundred figures in the *Dramatis Personae* and they each have their own characteristics. Try a few, chosen at random: Eomer, Frodo, Gandalf, Faramir, Saruman, Beregond, Gollum, Gimli, Ringwraith, Samwise, Balrog, Sauron, Theoden, Aragorn, Grond, Nazgul, Mithrandir; the catalogue looks random, but already Tolkien is sowing the seed — I believe that a reader coming fresh to the book could sort out those names into the powers of evil and of good.

Of course, a work as subtle and as crammed as this does not just sew name-tags on the characters; there are figures who play a double game, even some who turn traitor; there are cowards as well as heroes. Yet there is always meaning in the complexities that Tolkien builds in. (I have just realised that "Tolkien" sounds just like another character in the book, and for a moment, so powerful is the spell he weaves outside the book, around the reader, I thought he was one.)

In form, the book is an inverted quest: the Fellowship sets out not to find the Ring, but to lose it, for it is the Ring that rules all the power in the universe, and it must be destroyed if evil is not to win the day. It follows, then, that the book is an account of the journey to the fire which alone can consume the Ring.

It is inevitable that, in such an allegory, all kinds of "solution" will fill readers' minds. Tolkien is far too wise to offer a "key", but the truth is that there is no great difficulty in getting the point. It has very considerable affinities with *The Mahabharata*, not least the simplicity of its difficulties. There was a clue to be followed when the book caught fire in the United States: it was very noticeable that it became a kind of bible for American university students. Why? Well, remind yourself of the date of publication and of the book's take-off: the second half of the Fifties. In those prelapsarian days, when the Vietnam war was unheard of, the young people of America could cling to a glorious innocence, the last moment in their history of which that was true, and a book that elevated courage, nobility, faith, honour, persistence, leadership and success without taint was grappled to their souls with hoops of steel. (In Britain, it had yet another significant resonance: the ultimate heroes are the ordinary, little, unsung people.)

However you try to define evil, you should have no difficulty in defining good. You cannot miss the optimism in *The Lord of the Rings*, nor can you miss the reason for it. What is the most extraordinary truth about the human race? It is that, for all the abominations human beings can be charged with, there is, and always has been, and assuredly always will be, a gigantic majority of good people over bad. If you say that that is merely coincidence, I shall say that it cannot possibly be. And Tolkien has not only noticed that truth, which anybody could do, but built upon it an edifice half a million words long.

It is not a coincidence, either, that there are many battles in *The Lord of the Rings*, and that the culminating battle is the one on which the whole edifice is balanced. For though Tolkien knows that the atoms of goodness greatly outnumber those of badness, he also knows how powerful evil is, and how difficult it is to conquer, and above all how to bear the knowledge that however many battles between good and evil are won by good, evil can never be finally destroyed. Strictly speaking then, Tolkien should have finished with the words "To be continued". But I am glad he did not, and that he finished this encompassing masterpiece by giving the last words to the simplest and most ordinary figure in the entire epic, Sam Gamgee, who brings down the curtain with the words "Well, I'm back".

...and moreover

Craig Brown

Dawdling is an area of life rarely acknowledged in the news, yet widespread in the real world. Newspapers say who's doing what to whom when and where; the possibility of dawdling simply doesn't exist. There are no headlines screaming "Lamont takes forty winks" or "Mitterrand dithers over which restaurant for lunch" or "Michael Grade leafs through backnumber of *Punch*, grows bored, makes coffee".

I have yet to see a newspaper profile of an individual or an institution which takes into account the power of lethargy. However sluggish a company, however sleepy a person, the impression given by newspaper reports will be one of great vigour and foresight.

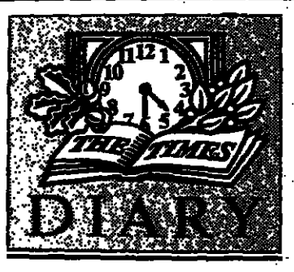
Not long ago, I was criticised by the literary pages of *The Sunday Times* for suggesting in print that the American writer Harold Brodkey was jolly lazy. The accepted newspaper line is that a writer who takes over 25 years to complete a novel must have worked very, very hard indeed. But how many months, years, even decades, old Brodkey must have spent mooching around doing nothing in particular, vaguely plotting whether to have a piece of toast, and then whether to have Marmite or jam on it, or wondering what was on TV, or toying with the idea of reading another page of *The New York Times*. Yet it is taboo to suggest that Brodkey spent time dawdling over his 30-or-so pages a year. In newspaper profiles, activity is all. Dawdling is disallowed.

Last week, newspapers were full of what they called the "glamorous, fast-moving and highly competitive" world of glossy women's magazines. Now, I spent two years in the mid-80s working on *Tatler* magazine, and I know that it was quite extraordinarily matter-of-fact, slow-moving and uncompetitive; we all had a whale of a time doing virtually nothing. I admit that some of us thought it unfair that we should be forced to show up by 10.15am, but others argued that at least it gave us two hours to arrange lunch, plus a clear half hour to get to the restaurant, order the first drink, and so on.

Of course, we did a little bit of work, most of it for other organisations. Even our editor, the late Mark Boxer, spent a couple of hours moonlighting in the afternoon drawing his cartoons for *The Daily Telegraph*. While the fashion department would be chatting about how to transport Lady so-and-so in a Crimplene tutu up Mount Sinai, Jonathan Meades, now restaurant critic of *The Times*, would be hunched over a desk writing his idiosyncratic short stories, generally about coprophilia and transsexuals in Bournemouth, Poole and surrounding areas.

I was in charge of a picture section full of hundred-word stories about titled folk. I soon discovered that it saved a lot of effort to make these stories up. With the aid of composite photographs, I wrote a piece on how Mark Thatcher's half-brother (from Denis Thatcher's first marriage) was now the under-manager of the Berni Inn at Watford. The next day, three Fleet Street newspapers sent photographers and reporters to the Berni Inn at Watford, desperate to buy up the story of this fictitious figure. On another occasion, I ran a profile in a series on famous families claiming that Beryl Reid and Barbara Cartland were sisters. Oddly enough, each sent a letter claiming her reputation had been damaged through association with the other. Another letter of complaint came from Margaret, Duchess of Argyll, who was distressed by the reference by Martin Cropper to her pet dog Alphonse as having "bugger's grips". In the next issue, we were pleased to print an apology to Alphonse.

After lunch, we spent what remained of the afternoon thinking up punning headlines for the few pieces that had somehow-or-other come in. "Hey, Bog Spender!" (about wealthy Irish gamblers) came relatively easily, but we took a fortnight dawdling over a pun to place above a fashion shoot in Peru. Peru the Looking Glass? No. Peru Bare? No. Peru Deaf. Eh. You know — Prue Leith? No. Eventually, "How was it for Peru?" was chosen, the punning process having taken two days longer than the entire trip to South America and back. And now I must sign off, to get back to some glamorous, fast-moving and highly competitive sleep.



Robinson crusade

AS Charles Haughey fights for his political life today, the corridors of the Dail are alive with rumours that a member of the British royal family will be invited to make an official visit to Dublin. This would be the first time since Irish independence in 1921.

Mary Robinson, the Irish president, provoked the speculation when it emerged that she will be at the England v Ireland rugby match at Twickenham on Saturday. It will be her fourth visit to Britain since she was inaugurated in December 1990. A further visit is planned to Scotland in a few months time, and Robinson has also announced she wants to visit Northern Ireland. This is in sharp contrast to the practice of her forerunner, President Hillery, who never got beyond the VIP lounge at Heathrow Airport en route to other destinations.

Before Robinson can issue an invitation to a member of the royal family (it is thought she hopes Prince Charles will visit), she will have to obtain permission from the Irish government. Indeed officially she requires permission merely to leave the country. Haughey, however, would never agree to a royal visit. Even if he stands down in the next week, his successor as leader of Fianna Fail is unlikely to risk provoking such a row. But if Haughey forces an election rather than resigning, and Fine Gael wins, a royal visit would be a distinct possibility.

Conor Cruise O'Brien says that the mood in Dublin is now less nationalistic than for many years. "A tiny but noisy minority would cause a rumpus," he says. "I think Mary Robinson would like a royal visit but I'm not sure that she will get it."

● *Tucked away in Boris Yeltsin's diplomatic baggage as he arrives in London today is a large sword. Not that the Russian president is anticipating any trouble. The ceremonial weapon is required so that Yeltsin can honour Paul Cook, founder of the British Science and Technology Trust, which has sent to the former Soviet Union drugs worth millions of pounds. In a ceremony at the Russian embassy, he will use the sword to tap Cook on both shoulders, making him an honorary Russian envoy.*

No end of conferring

THERE are now only 49 press conference days to go before the election. That is if John Major goes to the country on April 9. If he opts for May 7, as some fear, there will be a further 20.

Labour has committed itself to holding a press conference on every weekday from now until the poll. Sometimes they will have two a day. "Oh yes, the gloves are off," says a Walworth Road spokesman. "The way everyone is fighting for their portfolios, it could be twice a day." That could mean more than 100 Labour press conferences in the coming weeks.

Conservative Central Office affects to rise above the fray: "We have been averaging two a week, and I think that will remain the plan until the campaign proper." But the Tories will host at least one a day during the three-week campaign. That could add another 40 or so, similar to the schedule of the Liberal Democrats. The minor parties, such as the Greens, will also, of course, be having their say. Expect about 200 attempts to bend your ear.

Pontificating

NEXT time the need arises, the puff of white smoke which signals that a new pope has been chosen may come not from the Sistine Chapel but a five-star hotel.

People have waited for this sign for more than 500 years, but inside the secret conclave, the cardinals are far from serene.

"There are a lot of old men, a lot of prostate problems, and only one lavatory between ten," explains Cardinal Oddi, who is leading the campaign for the vote to be switched to the comfort of a luxury hotel.

As controversy raged in the Italian media this week, Oddi disclosed that the late Cardinal Siri, a papal near miss, had taken up smoking because of the queues for the loo. During the election of Pope Paul VI, some of the older cardinals were on the point of passing out because of the suffocating heat, so guards were ordered to open the sealed windows.

Oddi is determined to avoid a repetition of the election for the current pope. After being locked inside the chapel in the Vatican Palace for two days, some of the electors threatened to walk out if a decision was not reached within a further 48 hours.

● *British Rail's Network South-East and London Underground have written to warn potential objectors to the £1.7 billion Crossrail scheme for the capital that there was not much time to protest. The letter arrived yesterday. Petitions have to be submitted to Parliament by today.*

Red Cross honours

THE chairman of the BBC, Marmaduke Hussey, was expecting simply a jolly lunch with the British Red Cross Society yesterday. Instead, he was presented with a telegram and documents held by the International Red Cross relating to his capture and wounding in the Battle of Anzio in 1944.

"I had just stood up to make a speech when the presentation was made. I found it very moving, and difficult to go on," says Hussey, whose leg was amputated as a result of the injuries he sustained. The Red Cross not only sent special food parcels to him, it also assisted with his repatriation for life-saving surgery, the journey home beginning on his 21st birthday. Hussey, who had never seen the documents before, says: "These documents bring back vivid memories. I owed my life to the Red Cross."

WHITHER TRIDENT?

The British government has reacted to the flurry of nuclear disarmament by Russia and America with lofty disdain. Britain's need for an independent strategic nuclear force is regarded as self-evident: so self-evident that for once Tories, Labour and the Liberal Democrats are all agreed on it. They disagreed when the Cold War suggested such a deterrent was required. Now that war is over and America and Russia are announcing deep cuts in nuclear arsenals, British politicians have suddenly concluded that an arsenal is a vital national need. Such is the strength of this consensus that defence has almost vanished as a subject of electoral debate.

The government argues that, since Britain's nuclear missiles are already the minimum necessary for ensuring the country's future security, the arsenal cannot credibly be reduced further. While Labour disagrees about nuclear capability, for instance the number of warheads, it accepts the logic of the government's case for Polaris and the already ordered Trident submarines. Both parties seem confused about the purpose of this deterrent. Trident was ordered to reinforce the American response to an identifiable Soviet threat, largely to cement America into Nato and give Britain a separate capacity should the unthinkable happen and America "decouple" from Europe. But John Major admitted yesterday, "The greatest danger we face is not the existence of deterrent forces but the danger of proliferation of nuclear weapons into the hands of other powers in unstable regions of the world."

This is a huge shift in the perceived threat to Britain's security. It reopens, or should reopen, a new debate on Britain's role in policing distant conflicts rather than defending its shores; on the importance of alliances, especially Nato, to that policing; on the role of the Americans in this new world order; and on whether Britain's Trident submarines are a plausible contribution to that order. Seldom has defence thinking had to change so drastically in response to world events. If the specifically nuclear threat to British security comes from countries such as Libya or Iraq or Pakistan or even Ukraine, strategists might conclude that the only believable deterrent is that deployed to considerable success in the South Atlantic and the Gulf: a well-trained, well-led army and air force equipped with sophisticated conventional weapons and the very best intelligence.

Even were a nuclear deterrent to be considered part of such a deployment — for instance against a threatened use of biological or tactical nuclear weapons in the hands of some madman — a sub-strategic nuclear weapon would surely be more appropriate than Trident's intercontinental ballistic missiles. In none of the engagements in which Britain or America has been involved since the second world war has their status as nuclear powers appeared to exert any deterrent influence on their opponents. The role of nuclear arsenals appears to have been to stabilise the superpower confrontation, not cure the world of conventional wars in which the use of nuclear weapons is so unthinkable as to make their possession valueless. Korea, Vietnam, Lebanon, the Falklands and Iraq stand witness.

The case put for retaining Trident is, *pace* Mr Major, that Russia and other former Soviet republics still retain intercontinental missiles and who knows what new instability may not emerge from the ruins of the Soviet Union? Trident is an insurance against the unforeseen, even if the unforeseen is even less foreseeable than it was until recently. Trident is a relatively cheap insurance since the bulk of capital spending is past or firmly committed. The running costs are low and its independence of American control is assured. Whether four submarines are needed, as the government insists, or whether Labour can make do with three is a secondary question.

This case may be persuasive for the immediate future. The defence secretary, Tom King, was less convincing yesterday in protesting that since Britain was not part of the great nuclear build-up, "the build-down to more sensible levels is something we are not involved in either." Trident represents a substantial expansion in the range and firepower of Polaris with a maximum potential of 512 warheads compared with 192 now. Mr King says that greater firepower is required to guarantee success against increasingly sophisticated missile defences. This is hard to sustain when the missile defences against which Trident is targeted are still Russia's and when America is itself seeking a reduction in the number of warheads carried on its multi-warhead systems. Labour and the Liberal Democrats have a case for the number of warheads to be deployed on Trident being no more than on Polaris.

But even this case for retaining Trident needs to be thoroughly examined, not least in an election campaign. Britain's politicians are now espousing a defence policy that assumes either a revival in the global aggression of Russia and its potential allies or a collapse in the willingness of the Americans to police Third World conflicts which constitute a threat so substantial to British security and interests as to make British use of ballistic nuclear missiles plausible. Either or both may conceivably obtain, but both require fuller exposition than they have yet been given. The electorate may suspect that ministers and their shadows are merely going along with the defence establishment as a line of least resistance.

CAPITAL IDEAS

The government of London is a mess. Ever since Margaret Thatcher abolished the Greater London Council in 1986 out of a mixture of personal spite towards its then leader, Ken Livingstone, and antagonism to the council's natural Labour majority, the city has become scruffier, more anonymous and less democratic. Central government now directly controls more of what goes on in London than in any other part of the country bar Northern Ireland. Londoners may not grieve for the GLC but they persist in wanting some London-wide representative body. Their desire is probably not far from the plan published by Labour yesterday.

The first prerequisite is that such a body must be elected. That rules out the Conservatives' feeble suggestion of a group of ministerial appointees. But what London must not get is another bureaucratic monster. Labour's first suggestions for reform, launched in a policy document last May, looked suspiciously like the old GLC monster with new fur. The proposed Greater London Authority (GLA) was even to take charge of the capital's health care. Though there was sensibly no call for a new metropolitan authority for education, the GLA was still expected to "monitor" the boroughs' services and interfere in virtually every aspect of borough activity.

In the new document, much of the flab has gone. There is no mention of health, education or housing and much talk of "streamlining", "subsidiarity" and keeping staff to the minimum. "Direct employment will be the least common option", Labour claims. Experts will be bought in and staff will often be seconded, from business and industry as well as from the boroughs.

The proposed authority will have no tax-raising powers, relying entirely on a mixture of central government grant and the transfer of money from the existing functional boards, for instance the ambulance and fire services. So the GLA will be only as potent as a Labour (or indeed Tory) Treasury lets it be. It may have new powers over London Transport — as yet unprivatised by the Tories' timid transport department — and over strategic planning in the capital. Such powers could hardly be worse exercised than as now by Whitehall civil servants. Green belt protection, the siting of an Olympic village, the planning of bus routes, the protection of historic buildings are all legitimate regulatory activities of a metropolitan authority.

Somewhere here is clearly room for compromise between the parties. Labour hints at direct election by proportional representation, an odd idea since it would almost certainly ensure the Liberal Democrats a monopoly on power by determining the composition of any coalition. But the concept of a new city-wide authority is valid: elected, regulatory, non-taxing, cash-limited and banned from owning land or exceeding fixed employment targets. Its essence would lie not in usurping the powers of the London boroughs but in usurping those of Whitehall. One day it will come, but only as an act of self-denial by central government.

PARK AND DERIDE

Motorists should not park on yellow lines. Illegal parking blocks the flow of traffic, greatest of 20th-century sins. But one illegal parker is another hard-pressed motorist making a quick call. This dual attitude to parking is a trait of all the motoring classes. Thirty years ago, Britain solved this conflict by means of the traffic warden, who personified the law tempered with mercy, discretion and common sense.

The solution has never been much fun for the wardens themselves. Popular newspapers highlight alleged excesses of duty: "Heartless warden swoops on legless woman." Motorists brand them little Hitlers. They are hit, bribed, pleaded at and patronised. Motorists pay large sums to put them in the stocks at village fetes.

Now, evidence emerges that they are not doing their job well either. The Audit Commission today exposes their inefficiency. Productivity varies wildly, with some wardens within a single force handing out 20 tickets a day and others only five. Warden training is minimal. On-street supervision is often non-existent. Morale among wardens is low.

One solution has been to privatise parking control. Contractors are already employed to clamp and tow away in certain areas. Westminster council has private wardens. But privatisation has its own defects. Because it pays by results, the tendency is to clamp first and ask questions later. The trade attracts few practitioners ready to temper enforcement of the law with good sense.

The wholesale privatisation of parking control may never win public acceptance. The warden will live on. The Audit Commission report contains sensible recommendations for better management. The authorities should set targets for compliance with parking regulations. Wardens' performance in getting motorists to meet those targets should be monitored.

This is fine. But so long as the public fails to appreciate the warden service, the job will not attract good people. Yet the transport department estimated in 1986 that improved compliance with parking regulations would save £200 million in congestion and accident costs in London alone, and reduce journey times by 10 per cent. Illegal parking, in other words, is deeply anti-social. But rather than admit the need for self-discipline, motorists will continue to welcome the warden service as victim of their contradictory responses.

LETTERS TO THE EDITOR

1 Pennington Street, London E1 9XN Telephone 071-782 5000

Planning of new towns: the lessons from Milton Keynes

From the Director of the Town and Country Planning Association

Sir, In fulminating against the new towns your leading article on the 25th anniversary of Milton Keynes ("Paradise mislaid", January 24) accuses the new towns of despoiling "millions [*sic*] of acres of countryside". May I point out that the total development area of the 28 new towns of Great Britain is 255,487 acres (0.45 per cent of its total land area), and contains only 7.5 per cent of all the new housing built in Britain since 1951.

Nor did the new towns lead to "the desertion and dereliction of many of Britain's inner cities", as you allege. A GLC study in the early 1980s showed that in the case of London about 7 per cent only of the population that had moved elsewhere went to the new or expanded towns.

You further allege that large numbers of people were forced "compulsorily and callously" out of city centres to the new towns. I suggest that they *chose* and were helped to move because of the prospect of better housing, better employment opportunities, better access to the countryside, and better futures for their children.

You apparently also believe that "the cities of Britain have ample space to meet the demand for housing and commercial development". From the 1991 census figures the Department of the Environment have estimated that 2.8 million *new* dwellings will be needed in Britain between now and 2011, approximately the number of dwellings in the whole of Greater London.

There is no way that this need will be met if we only build in the cities and "supplement" the demand by infilling smaller towns and villages. Hundreds of small towns and villages have already been ruined by infilling, and it is now widely recognised, not least by government, that town "cramming" must be avoided.

New towns can relieve the development pressures on existing towns and villages. They help to prevent the continuous urban sprawl you rightly deplore, and it is easier to incorporate the principles of sustainable development, such as energy conservation, when building a town from scratch. Britain has suffered from too few new towns in the postwar period, not too many.

Yours faithfully,
DAVID HALL, Director,
Town and Country Planning Association,
17 Carlton House Terrace, SW1.
January 24.

From Sir Geoffrey Jellicoe, RA

Sir, As one of the new-town planners working within the framework of Sir Patrick Abercrombie's remarkable Greater London plan of 1944, I now learn that I "was God, and history was the devil". Nonsense. The three professions of town planners, landscape designers and architects, in the postwar euphoria, worked harmoniously together for a better Britain.

Their terms of reference were provided by the creative minister Arthur Silkin (afterwards Lord Silkin), with copious consultations with sociologists and others. So successful were the early towns that the concept, originally from Labour, was continued by the Tories.

Of course there were difficulties when shifting packed slums to bedding out in strange but healthier environments, but now I doubt if any new-town dweller would wish to return either to his old slum or to a new high-rise flat.

The writer of your leader emphasises "the desecration of the countryside" and would prefer either to pack the centre of cities or swallow land on the fringes. To us our countryside is the most beautiful in the world; we need more and more to be able to live in it, to draw both material and spiritual strength from it. These new settlements were intended to do just this.

In one respect all thoughtful people will agree with the leader. Just as there was a complete overhaul of the London landscape 45 years ago, so should there be one of the whole of Britain today. And let the voice of the landscape designer be heard once more in the land.

Yours faithfully,
GEOFFREY JELLICOE,
14 Highpoint,
North Hill, Highgate, N6.

From Mr C. R. Barnett

Sir, Milton Keynes deserves more than your dismissive "on its own terms it has not failed": by any sensible standard it is a triumph.

Go there, see the rich variety of trees and landscaping (more interesting perhaps than the boring patchwork of fields in the countryside, with hedgerow and coppice destroyed). Join the free-flowing traffic on safe roads and walk or cycle in massive parks. Even on a busy Saturday, stroll around the shops with their wide aisles without threat to life and limb. But most importantly, ask the thousands who moved from the crowded South-East and London.

Milton Keynes planners did not, as you allege, disregard "subtle gradations of extended families": grandparents, uncles and aunts were welcome and they enthusiastically came to homes which for many were the realisation of dreams.

The "new-town blues" which you ascribe to the postwar movement (largely an invention of the media) were in reality depression and disaffection with life in general, evident wherever people cannot cope with the sometimes harsh realities of life.

With my family I spent 13 happy years (1973-86) living, working, growing and helping develop Milton Keynes. We have moved on, careers enhanced and enriched by the experience. Part of us is still in Milton Keynes and so we say happy birthday and many more to come.

Yours faithfully,
CHRIS BARNETT (Director of Health and Housing),
Dover District Council,
Honeywood Road, Dover, Kent.

From Professor Gordon E. Cherry

Sir, To regard the new town building of the 1960s as solely the product of a professional elite who captured power and resources to achieve their ends is simply fanciful. Planners in the mid 1960s had no more than the influence which society at the time was prepared to give them.

Britain was then heading for a population explosion, with a consequent demand for housing around the conurbations and in South-East England, of a scale which required new growth centres. North Buckinghamshire, in a transportation corridor where development would benefit the local economy, was one of them. It was not a question of rejecting the traditional cities, as you imply, but of saving them by a conscious strategy of population redistribution.

Yours faithfully,
GORDON E. CHERRY,
66 Meriden Road,
Hampton-in-Arden,
Solihull, West Midlands.

From Mrs Jill Neville

Sir, A colleague and I have just spent some of our lunch break walking around the exhibition celebrating the 25th anniversary of the new "city" of Milton Keynes.

Why does the media present such a negative view of this splendid city? It is such a good place to be in. Ask us, we work there, live there or nearby, play there and enjoy life there.

Well done to the development corporation: you have made a city that we are proud of and are privileged to be part of.

Yours sincerely,
JILL NEVILLE,
19 Bradden Way, Greens Norton,
Towcester, Northamptonshire.

A new vision for South Africa

From the Most Reverend Trevor Huddleston

Sir, The prime minister, John Major, will preside on Friday over an historic meeting of the Security Council which could chart a new future for the United Nations. This has become possible with the end of the Cold War, following the collapse of the USSR. Nothing but good can come from an enhancement of the authority of the UN in its role in maintaining international peace and security.

But whilst East-West tensions did so much to weaken the credibility of the UN in the post-war period we must not lose sight of the potential of North-South conflict. Indeed one issue has been central to North-South confrontations within the UN system from its earliest days — "apartheid".

With progress now being made towards a new South Africa, I hope that the prime minister will have the vision to recognise the need for the international community to act collectively, through the UN, to ensure a genuine end to apartheid and the adoption of a fully democratic constitution. It would be a great error of judgment if he were to ignore the issue of apartheid when he addresses the Security Council.

Mr Major has a further opportunity to promote progress in South Africa, on his return to London on Saturday, when he meets President de Klerk. It is essential that he makes clear Britain's commitment to a fully democratic constitution and states that we could never accept the right of the white electorate to veto the implementation of agreed constitutional changes. Yet this is implicit in President de Klerk's recent proposals.

Sadly, despite whatever is said in private, the signal which will be sent to both black and white South Africans will be very different. I am told that the prime minister has taken the incomprehensible decision to invite Mr de Klerk to join him at Twickenham that afternoon, to watch the international rugby match between England and Ireland.

If one sport symbolises intransigence to change in South Africa it is rugby football. I can think of few possible actions which could so effectively lead white South Africans to believe that Britain is in fact not committed to the democratic transformation of their country, or which will further encourage them to resist change. I hope it is not too late for this invitation to be withdrawn.

Yours sincerely,
†TREVOR HUDDLESTON,
President,
Anti-Apartheid Movement,
13 Mandela Street, NW1.
January 28.

Historic buildings

From Mr John Bowers

Sir, As the owner and occupier of a 17th/18th-century thatched, listed cottage, my experience cannot quantitatively compare with that of folk who live in grander places (letters, January 11 and 23). But principle is not governed by size.

Those of us who live by choice in houses which are part of our social and architectural heritage are privileged. Not only are we able to enjoy the particular charms of building and setting but we stand in direct succession to those who have lived there in past generations and thus have our own special link with local, perhaps national, history.

Such privilege brings obligations and responsibilities which have nothing to do with our holding the title deeds. If our personal budget priorities do not allow for the inevitably higher maintenance costs of such houses, we should seriously consider moving over and letting others, who are willing, carry the burden.

Looking for government funds to support our favoured position is unlikely to win support at Westminster, nor should we expect it.

Yours faithfully,
JOHN BOWERS,
Cherry Cottage,
Church Lane, Wool, Dorset.
January 25.

From Mr G. L. Rogers

Sir, Marcus Binney's article, "Love amid the ruins" (January 22), contains an interesting mathematical implication which deserves to be made explicit. If Jeremy's Cottage near Ashton-under-Lyne is one of 37,000 listed buildings at risk and will require — though a small structure — about £20,000 to restore to use, the total sum required by English Heritage could be at least £740 million. Is any government likely to look at such a figure?

Yours sincerely,
G. L. ROGERS,
Badgers Holt, 3 Vales Road,
Budleigh Salterton, Devon.
January 22.

From Lady Dunpark

Sir, We owners of listed buildings are indebted to Marcus Binney for his consoling assurances on the subject of our heritage.

We would be even more indebted if he could point us in the direction of the "local builder with a ladder" who for "£50 or less" could remedy "clogged gutters, blocked down pipes, slipped tiles or slates".

Yours sincerely,
KATHLEEN JOHNSTON,
17 Heriot Row, Edinburgh 3.
January 22.

Letters to the editor should carry a daytime telephone number. They may be sent to a fax number — (071) 782 5046.

Sunday trading

From Mr Terry Clements

Sir, The suggestion by David Weeks, Conservative leader of Westminster City Council (report, January 27), that shops which open on Sunday should pay extra rates is ill-considered.

Its prime effect, if adopted, would be to hurt the many small businesses which are already legally entitled to trade on Sundays and upon which many of us have to come to rely — newsagents, corner shops, small convenience stores, off-licences and the like.

It would do little to curb the activities of the big chains which are at present ignoring the law, although by increasing their costs it would inevitably also increase their prices.

If politicians are so anxious to regulate Sunday opening I suggest that this could best be done by amendments to the planning laws so that a licence would be needed to trade. Applicants could be required to prove that there is a need for their businesses to trade on Sundays and that Sunday opening would not adversely affect the amenities of local residents or cause traffic problems.

Such a system would permit local authorities to control Sunday trading without increasing the costs, and prices, of retailers. It would permit out-of-town superstores with adequate parking and small local shops to continue to trade without penalty, while providing a means of restricting the anti-social activities of city-centre supermarkets.

At the same time it would also preserve the essence of the business rating system, which is largely based on the building rather than the business which operates within it.

Yours faithfully,
TERRY CLEMENTS,
36 Eaton Rise, W5.
January 27.

From Mr Michael Alison, MP for Selby (Conservative)

Sir, Your report (early editions, January 23) on the previous day's parliamentary vote on Sunday trading was not an accurate description of what took place. The decisive vote of 224 in favour of Ray Powell's "type of shop" reform Bill was achieved through wide cross-party support. Sixty-two Conservative MPs, myself included, voted to introduce this Bill along with 144 Labour MPs, six Liberal Democrats, nine members from the Unionist parties, one Scottish Nationalist and two Plaid Cymru members.

Few other issues attract such all-party interest and concern. And the latest vote contrasts sharply with the rejection a year ago of another ten-minute rule Bill, based on a deregulation proposal inspired by the superstores, by 144 votes to 75.

The vote on Ray Powell's Bill represents the first time since the defeat of the government's Shops Bill in 1986 that Parliament has had an opportunity to voice its opinion on the general direction of Sunday trading law reform. The overwhelming majority in its favour demonstrates that sensible reform is necessary, desirable and achievable.

Yours faithfully,
MICHAEL ALISON,
House of Commons.

Poll tax defaulters

From Professor C. Arme

Sir,

1. Because of the need to make up the deficit caused by community charge defaulters, I am apparently paying more than I should.

2. Six years are being allowed for councils to collect unpaid bills (report, January 24).

3. Will I receive a refund when defaulters have paid their debts and, if so, when, how much and from whom?

Yours faithfully,
C. ARME,
1 Sneyd Avenue, Westlands,
Newcastle, Staffordshire.
January 27.

Toujours la politesse?

From Mrs Dorothy Drake

Sir, The answer to Robin Ward's question (letter, January 24) about what he should call the porter, the waiter, the ticket collector and the barman, seems to be (regardless of whether they are male or female) "excuse me".

Yours faithfully,
DOROTHY DRAKE,
Marchfield, Crossways Road,
Grayshott, Hindhead, Surrey.

From Mrs Ann Morris

Sir, When he comes to England, Mr Ward has *pas de problème*. He calls the porter (what porter?), the waiter, the ticket collector, the barman "mate". In return, he may expect them to call him the same.

Yours faithfully,
ANN MORRIS,
14 Southwall Road, Deal, Kent.

From Mrs Barbara Cross

Sir, Mr Ward is free to address the porter as "porter", the waiter as "waiter", etc.

Yours truly,
BARBARA CROSS,
Long House, Church Lane,
Ropsley, Grantham, Lincolnshire.

From Mr Ralph Gartenberg

Sir, If Mr Ward were to address the porter, waiter, ticket collector and barman as Sir, they would, I am sure, respond positively.

Yours sincerely,
RALPH GARTENBERG,
14 Cuckoo Hill Drive,
Pinner, Middlesex.

From Mr D. B. Gurrey

Sir, No problem, Squire.

Yours faithfully,
DONALD GURREY,
Cwm Farm,
Forden, Welshpool, Powys.

Changes at Luxor

From Mr Basil Fox and Ms Jennifer Somerville

Sir, We too have recently returned from Luxor and were interested in the comments of your correspondents (letters, January 22, 23) on the changes made there lately.

We saw one of the new housing developments built for those who are to be moved from the hills below the tombs of the nobles and were impressed by the sympathetic vernacular architecture.

Our Egyptian guide was concerned to make it clear that the reason for the move was in part to make room for further excavation and also to prevent theft from tombs of which only the local residents are so far aware.

It seems that the Egyptian government is genuinely motivated to preserve its heritage for the rest of the world to share.

Yours faithfully,
BASIL FOX,
JENNIFER SOMERVILLE,
Bakers Field,
Inner Hope,
Kingsbridge, Devon.
January 25.

Weighing in

From Mr James Hasler

Sir, Card number 1 of a set of cigarette cards entitled "A Day On The Airway", issued by Nicholas Sarony & Co., in 1928, shows a queue of people and is captioned "Weighing In" (letter, January 16). The lady at the head of the queue stands on a weighing machine.

On the back of the card we read "As a preliminary, every Imperial Airways passenger is weighed, as the load carried must conform to official regulations. Then the party proceeds in motor cars to Croydon Aerodrome."

The set of 25 cards describes a journey from Croydon to Schipol aerodrome, Amsterdam. Two and a half hours after leaving Croydon, the "party" land in Brussels for lunch. The entire journey is described as a sight-seeing trip from an altitude of two to three thousand feet.

Yours faithfully,
JAMES HASLER,
28 Harrowden Road,
Wellingborough, Northamptonshire.

Business letters, page 23
Sports letters, page 30

هكذا من الأصل

COURT CIRCULAR

BUCKINGHAM PALACE
January 29: The Prince Edward this evening attended the 1992 Airline of the Year Awards at the Dorchester Hotel, London W1, and presented the Pegasus Project Award and the Airline of the Year Award.

Mrs Richard Warburton was in attendance.

The Princess Royal, President, British Olympic Association, attended the King's Lynn and West Norfolk Olympic Appeal Reception at Middleton Towers, King's Lynn, Norfolk, and was received by Her Majesty's Lord-Lieutenant for Norfolk (Mr Timothy Colman).

KENSINGTON PALACE
January 29: The Prince of Wales, Duke of Cornwall, this morning presided at a meeting of The Prince's Council at 10 Buckingham Gate, London SW1.

His Royal Highness and The Princess of Wales later gave a lunch for members of The Prince's Council at Kensington Palace.

The Princess of Wales visited the St Christopher's Fellowship projects at 21 Cressingham Road and 30 Belmont Hill, Lewisham, London SE13.

Wing Commander David Barton, RAF, was in attendance.

KENSINGTON PALACE
January 29: The Duke of Gloucester, Patron, the Silver Jubilee Walkway Trust, this afternoon was present at a luncheon given by Mobil at Mobil Court, 3 Clements Inn, Strand, London WC2.

YORK HOUSE
ST JAMES'S PALACE
January 29: The Duke of Kent, Chairman of the United Kingdom Trustees of The Duke of Edinburgh's Commonwealth Study Conferences, this evening attended a Dinner in the State Apartments, St James's Palace.

Commander Roger Walker, RN, was in attendance.

The Duchess of Kent, Patron of the Queensland Conservatorium of Music, this evening attended a concert by the Percussion Virtuosi at Queensland House, Strand, London WC2.

Mrs Peter Troughton was in attendance.

THATCHED HOUSE LODGE
January 29: Princess Alexandra, President, this morning visited the Royal Star and Garter Home for Disabled Sailors, Soldiers and Airmen, Richmond, Surrey.

This afternoon Her Royal Highness opened the London Water Control Centre of Thames Water at Hampton Coal Wharf Complex, Lower Sunbury Road, Hampton, Middlesex.

Rear Admiral Sir John Garnier was in attendance.

The Princess of Wales talking to Alisha Callender, a member of the steel band of Prendergast School in Catford, south-east London, who provided impromptu music for the Princess when she visited two projects for young people in Lewisham run by the St Christopher's Fellowship

Forthcoming marriages

Mr P.W. Clapham and Miss R.S. Bell

The engagement is announced between Philip William, youngest son of Colonel and Mrs Derek Clapham, of Blue House Farm, Mattingley, Basingstoke, and Rosanna Sarah, elder daughter of Mr and Mrs Peter Bell, of Jacques Court, Elham, Canterbury.

Mr N.J.M. Cooney and Miss N.S. Clarke

The engagement is announced between Nicholas, elder son of Mr and Mrs M.C.S. Cooney, of Chobham, Surrey, and Nicola, elder daughter of the Hon Mr Justice M.J.R. Clarke and Mrs Clarke, of Sydney, Australia.

Mr I.R.A. Logan and Miss D.M.B. O'Toole

The engagement is announced between Ian, only son of Sir Donald and Lady Logan, of South Kensington, London, and Debra, daughter of Mr and Mrs K.A.L.R. O'Toole, of Wagga Wagga, NSW, Australia.

Mr R. Marsh and Miss H.C. Birkett

The engagement is announced between Roger, youngest son of Mr and Mrs Hugh Marsh, of Loders, Dorset, and Helen Clare, elder daughter of Mr and Mrs Robert Birkett, of Aldwick Court, Wrington.

Mr H.C. Martin and Miss H.L. Clark

The engagement is announced between Hugh, younger son of Mr and Mrs Ivor Martin, of Trent, Sherborne, Dorset, and Harriet, elder daughter of Mr and Mrs Gerald Clark, of Vienna, Austria.

Dr R.V. Penty and Miss V.F.M. Eve

The engagement is announced between Richard, eldest son of the late Dr and Mrs P.R. Penty, of Uttoxeter, Staffordshire, and Victoria, only daughter of Mr and Mrs G.F.D. Eve, of Worthing, Dereham, Norfolk.

Mr D.P.C. Tennick and Miss I.F. Lang

The engagement is announced between David, son of Mr and Mrs Frank Tennick, of Johannesburg, South Africa, formerly of Zimbabwe, and Frances, daughter of Mr and Mrs Ian Lang, of Bridgwater, Somerset.

Mr A.K.B. Trow and Miss C.J. Slawson

The engagement is announced between Alistair, youngest son of Mr K. Trow, of Hartlebury, and Mrs M. Trow, of The Old Vicarage, Tardebigge, and Charlotte, daughter of Mr and Mrs Richard Slawson, of Hill House, Claines, Worcestershire.

Major A.J.B. Wylde and Miss F.E.L. Grey

The engagement is announced between Alexander John Bryant Wylde, the Green Howards, elder son of the late Mr J.A. Wylde and of Mrs E.M.B. Wylde, of Wetherden, Suffolk, and Fiona Elizabeth Louise, younger daughter of Major General and Mrs C.R. Grey.

Marriage

Mr S.D. Winder and Miss C. Jones

The marriage took place on January 11, in Great Falls, Virginia, between Simon, son of Mr and Mrs Christopher Winder, of Tunbridge Wells, and Christine, daughter of Mr and Mrs James Jones, of Yanbu al-Sinaiyah, Saudi Arabia, and Sequim, Washington, USA.

Appointments

Latest appointments include:

Lord Justice Steyn to be a member of the Privy Council on his appointment as a Lord Justice of Appeal.

Mr Simon Lane Tuckey, QC, to be a Justice of the High Court, assigned to the Queen's Bench Division.

Lord Laing to be President of Trident, an organisation helping young people, in succession to Sir John Nelson, who has retired.

Lord Gregson and **Mr R. Kerry Turner** to be members of the board of the National Rivers Authority.

Knighthood for judge

The Queen has approved that a knighthood be conferred upon Mr Justice Laws on his appointment as a Justice of the High Court of Justice.

Lord Rix

The life barony conferred upon Sir Brian Rix has been gazetted by the name, style and title of **Baron Rix**, of Whitehall in the City of Westminster and of Hornsea in Yorkshire.

John Beckett

A thanksgiving service for the life of John Beckett, former Chairman of Woolworth Holdings plc (now Kingfisher plc) and Chief Executive of British Sugar plc will be held at the Church of St Bartholomew the Great, Smithfield, EC1, on Wednesday, February 19, at 11am followed by a reception in The Great Hall of St Bartholomew's Hospital. All friends and colleagues welcome.

Today's royal engagements

The Duke of Kent, as Patron of the London Philharmonic Orchestra, will attend a concert at the Festival Hall at 7.30.

Princess Alexandra will visit the Florence Nightingale Museum, Gassiot House, 2 Lambeth Palace Road, SE1, at 11.30.

Sir Edmund Liggins

A service of thanksgiving is to be held for the life and work of the late Sir Edmund Liggins, Kt, TD, at The Collegiate Church of St Mary, Warwick, on Sunday, February 23, 1992, at 3.00pm.

Luncheons

Carmen's Company
Mr K.E. Parry, Master of the Carmen's Company, presided, assisted by Mr E.R. Britt, Senior Warden, and Alderman Sir Peter Levene, Junior Warden, at a luncheon held yesterday at Haberdashers' Hall. Sir Robert Reid and Mr A.H. Scott also spoke.

British Red Cross
Mr Marmaduke Hussey, Chairman of the Board Governors of the BBC, was host at a luncheon of the British Red Cross held yesterday at the Caledonian Club. During the luncheon the Countess of Limerick, Chairman of the British Red Cross, presented Mr Hussey with International Red Cross papers relating to his capture and subsequent imprisonment at a prisoner of war camp during the second world war. Mr Michael Whitlam, Director-General of the British Red Cross, and Mr John Gray, director of public affairs, also spoke.

Consular Corps of London
The South African Ambassador was the guest speaker at a luncheon of the Consular Corps of London held yesterday at the Britannia Hotel, Grosvenor Square. Mr William S. Wilder, president, was host.

Memorial services

Sir Edward Brown
The Speaker was present at a service of thanksgiving for the life and work of Sir Edward Brown held yesterday in the Crypt Chapel of the Palace of Westminster. Canon Donald Gray officiated.

Dr Terry Brown, son, and Sir Fergus Montgomery, MP, read the lessons. Sir Marcus Fox, MP, gave an address. Mr Chris Patten, Chairman of the Conservative Party, attended. Among others present were:

Lady Brown (widow), Mr and Mrs John Patterson (son-in-law and daughter), Mrs Terry Brown (daughter-in-law), Miss Cathy Brown, Mr Iestyn Brown, Peter Brown, Mr Matthew Fox and Miss Danielle Fox (grandchildren), Mr Graham Patterson (step-grandson); Lord Colnbrook, Mr John Biffen, MP, Sir Clifford Boulton (Clerk of the House of Commons), Sir John Page, QC, Colonel J A Aylmer and Mr P R Levy (Conservative Industrial Fund), Mr D E Downs (Royal School for Deaf Children, Margate), Mr Tom Ellison (managing director, Rigidized Metals), Mr and Mrs J K Bromley, David Bromley, Mr Peter Fry, MP, Dr Ian Twinn, MP, Mr Andrew Bowden, MP.

Sir Edward Johnston
A service of thanksgiving for the life and work of Sir Edward Johnston was held yesterday at St Lawrence Jewry-next-Guildhall. The Rev David Burgess officiated and Mrs Sara Richards, daughter, led the prayers.

Miss Anna Johnston, daughter, read the lesson and Mr Paul Johnston, son, read *When I Set Out for Lyonnesse*, a poem by Thomas Hardy. Mr Stewart Lyon gave an address.

Anniversaries

BIRTHS: Walter Savage Landor, writer, Warwick, 1775; Francis Herbert Bradley, philosopher, London, 1846; Franklin D. Roosevelt, 32nd president of the USA 1933-45, New York, 1882.

DEATHS: George de La Tour, painter, Luneville, 1652; Charles I, reigned 1625-49, executed, London, 1649; Charles Bradlaugh, politician, free-thinker, London, 1891; Orville Wright, pioneer aviator, Dayton, Ohio, 1945; Mahatma Gandhi, assassinated, New Delhi, 1948; François Poulenc, composer, Paris, 1963; Stanley Holloway, actor and singer, 1982.

A Nazi government led by Adolf Hitler was formed in Germany, 1933.

Dinners

Coningsby Club
Mr Peter Lilley, Secretary of State for Trade and Industry, was the guest of honour at a dinner given by the Officers and Committee of the Coningsby Club last night at the Carlton Club. Mr Nicholas Botterill, chairman, was host.

Forum UK
The Baroness Denton of Wakefield, CBE, presided at a dinner held last night at the Hyatt Carlton Tower. The guest speaker was Lady Wilcox, Chairman of the National Consumer Council.

At Home

Mencap
Lord Rix, Chairman of the Royal Society for Mentally Handicapped Children and Adults (Mencap), Lady Rix, Lord Renton, QC, Mr Leslie Wooster, vice-chairman, Mr Barrie Davis, treasurer, Mr Joe Steen, residential services chairman, Mr Alan Hill, general services committee chairman, and Mr Fred Heddell, chief executive, held an At Home at Mencap's national headquarters last night to thank Mrs John Major and other benefactors and friends for their support.

Institute of Mathematics

The following were elected to fellowship of the Institute of Mathematics between July and December 1991. As fellows they are granted Chartered Mathematician status.

Mr N S Bardell, Dr P G Bellamy-Knights, Mr M Berzins, Professor K J Brown, Dr D Chappell, Mr P H Cheung, Dr R E Craine, Professor P A Cross, Dr R Delpak, Dr A W F Edwards, Ms A Grubb, Dr I M Hall, Dr S Hibberd, Mr B J Holohan, Dr R Larham, Dr J H Mason, Mr P C J McGrattan, Dr H J Pearson, Mr F H Ransom, Dr P G Samuels, Mr P W J Van Eetvelt, Mr N Y Wong, Dr J H Wright.

Royal visits

The Prince of Wales will visit Oman as a guest of Sultan Qaboos bin Said Al Said from February 7-10.

The official visit by the Prince and Princess of Wales to India has been scheduled for February 10-15. The couple will then make a private visit to Nepal until February 19.

Birthdays today

Sir Herbert Ashworth, former chairman, Nationwide Building Society, 82; Lord Bernstein, 93; Mr Jack Bowman, chief constable, Tayside, 61; Sir Fred Catherwood, MEP, 67; Sir John Clerk of Penicuik, Lord Lieutenant of Midlothian, 75; Mr Phil Collins, rock singer, drummer and actor, 41; Miss Christina Foyle, book seller, 81; Mr Nick Gaselee, racehorse trainer, 53; Mr Justice Gatehouse, 68; Mr Patrick Heron, painter, 72; Mr Christopher Howes, Crown Estate Commissioner, 50; the Earl of Huntingdon, 44; Viscount Long, 63; Lord Lowry, 73; Sir Foley Newns, former colonial administrator, 83; Professor A.G. Ogston, former president, Trinity College, Oxford, 81; Mr Louis Osman, architect, artist and goldsmith, 78; Mr Hal Prince, theatrical director and producer, 64; Mr John Profumo, president, Toynbee Hall, 77; Miss Vanessa Redgrave, actress, 55; Lord Westwood, 48.

Stay awake, and pray that you may be spared the test. The spirit is willing but the flesh is weak.
St. Matthew 26:41 REB

BIRTHS

BELL - On January 26th 1992, at The Friarage Hospital, to Caroline and Timothy, a daughter, Charlotte Grace Bembridge, a sister for Alexis.

BICKERSTETH - On January 27th 1992, at Heatherwood Hospital, Ascot, to Mike and Sally, a daughter, Polly, sister for Adam and Daniel.

CASE-GREEN - On January 16th 1992, to Lynda Lemont and Malcolm Case-Green, a daughter, Rosie Madeline Sarah.

CHRISTIE - On January 27th, to Jean (née Smyth) and Robin, a son, Hugo John James.

CLARK - On January 27th, to Barbara (née Slomnicka) and Ian, a daughter, Helena Victoria Madeleine.

CLAYTON - On January 27th, at the Humana Hospital Wellington, to Dwight and Camille, a son, Julien Windsor.

DIXON - On January 28th, at St George's, to Clare (nee Powell) and Charles, a son, William Donald Peter, a brother for Frederica and George.

EADIE - On January 28th 1992, to Charlotte (née Godsal) and Peter, a daughter, Georgina Emily.

EVERALL - On January 25th, to Anne Perkins and Mark, a daughter, Isobel Maria Constance, a sister for Freddie. Deo Gratias.

GRANVILLE - On January 25th, at QE2 Hospital, Welwyn Garden City, to Deborah (née McCord) and David, a son Benjamin Keith.

GRIFFITHS - On January 19th, at St Peter's, Chertsey, to Angela (née Osborne) and Stephen, a son, David John.

HEALD - On January 22nd, to Sarah (née Philbrick) and Richard, a daughter, Jessica Rose Clementine.

KESLEY - On January 24th 1992, to Susan (née McLean) and Simon, a daughter, Rebecca Jane, a sister for Nicholas.

KINSELLA - On January 22nd 1992, to Brigitta (née van der Leije) and Steve, a son, Sean Michael.

LAWSON - On January 19th, in Aberdeen, to Tricia (née Constantine) and Kenneth, a daughter, Alexandra Mary Edith.

LYNAGH - On January 27th 1992, to Regula (née Wegmann) and Richard, a daughter, Francesca Lucinda, a sister for Charles and Mark

MARSHALL - On January 21st, to Valerie (née Smith) and Clive, a beautiful daughter, Leonora Josephine

MATTHEWS - On January 27th 1992, to Diana (née Field) and Simon, a son, James, a brother for Nicholas.

RATTRAY - On January 25th, to Nicky and Lachie, a daughter, a sister for Thomas and Hew.

STEWART COX - On January 10th 1992, to Jenny and James, a daughter, Alice Rhiannon, a sister for Carmen and Holly.

THOMPSON - On January 23rd 1992, to Lucy (née Otty) and Richard, a daughter, Abigail Lucy.

WAGNER - On January 25th, to Caroline (née Fulford) and Mark, twins, Maximilian Henry and Frederick Oliver, brothers for Zoe.

WALDEN - On January 26th 1992, to Helen (née Gill) and Nicholas, a daughter, Joanna Kate, a sister for Thomas.

YONGE - On January 27th, to Janet (née Grimstead) and Jonathan, a son, Rory.

DEATHS

ALDOUS - On January 28th 1992, after a short illness, Alan Roy, Captain R.N. of Rendham, Suffolk. Beloved husband of Mary and father to Sally. Funeral Service at St Michael's Church, Rendham, nr. Saxmundham, Suffolk, on Monday February 3rd 1992 at 11 am. Flowers to Church or donations to King George V Fund for Sailors, c/o Moore Bros., 13 Station Road, Framlingham, Woodbridge, Suffolk IP13 9EA, please.

ALERS HANKEY - On January 20th, suddenly but peacefully in her sleep in Mojacar, Penelope Alethea Alers Hankey. Sadly missed by her family and all her friends. The funeral has taken place in Spain.

ANDERSON - On January 28th, peacefully after a long illness, Edens Alcyone (Sally), wife of the late Sir Duncan Law Anderson, K.B.E., T.D. Family funeral at Woking St John's Crematorium on Tuesday February 4th at 10 am. No flowers, but donations to Alzheimer's Disease Brain Bank, Institute of Psychiatry, de Crespigny Park, Denmark Hill, London SE5 8AF. Enquiries to Frederick W. Chitty & Co., tel: (0932) 842220.

BEDDOES - On January 27th 1992, peacefully in hospital after a short illness, Dorothea Marie Minton, aged 78 years, former Nursing Sister, much loved aunt, great-aunt, godmother and friend. A Service of Thanksgiving will take place at the Church of St Clement, Sandwich, Kent, on Monday February 3rd at 1.30 pm. Family flowers only but donations, if desired, to The Pilgrim's Hospice, Canterbury. Enquiries to J Dilnot Smith and Son, Funeral Directors, (0304) 812300.

CHILD - On January 24th, Trayton P., suddenly at St Peter's Hospital, beloved husband of Mildred 'Bill'. Cremation on Monday February 10th at Guildford Crematorium at 2.30 pm. Family flowers only please, but donations if desired to the R.S.P.C.A. All donations or enquiries to Ford, Mears & Partners, Frimley, Surrey, tel: (0276) 25563

CUMMING - On January 28th 1992, peacefully at The Old Vicarage, Leigh, Dorset, Edith Streatfeild (Daisy) (nee Pelly), aged 83 years. Beloved widow of Scott, mother of Alaistair and Ian and grandmother of Emma and Fiona. Funeral Service at St Michael's Church, East Coker, Somerset, at 12 noon on Saturday February 1st. Family flowers only. Donations to The Worldwide Fund for Nature, c/o G.H. Cook & Son, Funeral Directors, 8/11 Bond Street, Yeovil, tel: (0936) 23463.

DAILEY - On January 28th, Russell, much loved husband, father and grandfather. Private cremation. No flowers please but donations, if desired, may be sent to St Raphael's Hospice, London Road, North Cheam, Sutton, Surrey SM3 9DX.

GOLDTHORPE - On January 26th 1992, suddenly, John Archibald Kenyon-Goldthorpe, aged 79, of Godalming, Surrey. Very much loved and missed by his family. Funeral Service at Guildford Crematorium on Friday January 31st at 10.30 am.

FABIUS - On January 21st 1992, taken from us suddenly, Maria Anna (née van der Mersch). Since 1988 widow of Carel Pieter Cornelis Fabius. Our mother and grandmother, with sincere gratitude for all she has done for us. Kaeso, Irene, Miles, Caroline and Johan (Bellozanne, FR) - Jan Willem, Wien, Mariette and Clarine (Zwolle, NL) - Henrick and Brigitte (Den Haag, NL) - Aernout (New Malden). She has been interred quietly at Begraafplaats, Westerveld, Driehuis, surrounded by those who were dearest to her, on January 24th 1992. For further enquiries tel: (081) 949-6568.

HIGHTON - On January 25th, peacefully after long illness at home in Petts Wood, Stephanie, aged 40, beloved wife of Jeremy and mother of David and Rebecca. A bright spirit so dearly missed. Funeral Service at The Chapel, Royal Naval College, Greenwich, on Thursday February 6th at 2 pm. Family flowers only, donations if desired to South Bromley Hospiscare. Any enquiries please to Francis Chappell & Sons, Orpington, tel: 0689-875116. "Our well-beloved is prisoner in the cell of Time no more" (Thomas Hardy).

KING - On January 28th 1992, Catherine Julia of Portmahomack, Ross-shire, formerly Nursing Sister at Queen Victoria Hospital, East Grinstead, Sussex. Requiem Mass in St Vincent's Church, Tain, on Wednesday February 5th at 10 am, thereafter to Tarbat Cemetery, Portmahomack. R.I.P. Family flowers only please but donations if desired in aid of R.N.L.I. to D. Thomson & Co. Funeral Directors, London House, Tain, Ross-shire.

LACEY - On January 29th, at Belmont Abbey, Hereford, Dom John Aloysius Lacey, in the 90th year of his age, in the 66th year of his monastic profession. May he rest in peace. Requiem Mass will be held at Belmont Abbey on Tuesday February 4th 1992 at 11.30 am.

MAIR - On Wednesday January 29th 1992, peacefully, Allan, beloved husband of Osla and dearest father of Charles and Andrew. Funeral private. Service in celebration of Allan's life at Kirkmichael Parish Church at 2 pm on Tuesday February 4th.

MATTHEWS - On January 25th, peacefully at Princess Alice Hospice after bravely fighting her illness for over 3 years, Tracey Jane 'TJ' (née Davall), wife of Peter and mother of Clio and Ella, aged 33 years. Greatly loved by all who knew her - will be much missed by all her family and many friends. Private cremation followed by celebration and thanksgiving service at St Mary the Virgin Parish Church, East Molesey, on February 4th at 2.30 pm. Family flowers only. Donations, if desired, to special memorial funds to be established at the Princess Alice Hospice and Charing Cross Hospital Oncology Fund. "May you never lay your head down without a hand to hold".

MAY - On January 28th 1992, peacefully at home following a short illness, Margaret Olivia. Funeral Service at St Andrew's Church, Belchamp St Paul, on Tuesday February 4th at 2 pm. Flowers may be sent to H.J. Paintin Ltd., 60 Withersfield Road, Haverhill, Suffolk or to the Church.

MILLS - On January 28th, Hilda, widow of Major General Sir Arthur Mills, C.B., D.S.O., much loved by all her family. Funeral Service for family only.

PIZARRO - On January 28th, peacefully in USA, Jacqueline (née German-Ribon), widow of Antonio, mother of Roberto, Jacqueline, Bernardo and the late Francisco.

POPE - On January 27th, peacefully after a short illness, aged 90, Elsie Dora, wife of the late Dudley, much loved mother of Pamela, Peter, Jack, Douglas and Roland, grandmother and great-grandmother. Funeral on Wednesday February 5th at 11.30 am, Enfield Crematorium.

RAIKES - On January 28th, peacefully, Scilla Rosalind Raikes, beloved mother of Simon and Vanessa, daughter of Rosalind Poole and sister of Serena Poole. Funeral at St Augustine's Chapel, Maze Hill, Hastings, on Monday February 3rd at 10 am. Family flowers only; donations if desired, to British Heart Foundation, c/o A.C. Towner Limited, Funeral Directors, 2 & 4 Norman Road, St Leonards-on-Sea, East Sussex TN37 6NH (Tel: 0424-436386).

RUSSELL - On January 23rd, peacefully in his sleep, Richard Potter Holt, aged 77, formerly of Abergynolwyn. Only son of Captain E.S. Russell, 1st Herefordshire Regiment and Mrs Elizabeth Holt Russell. Much loved by his cousins. Funeral Service, St Mary's Church, Abergynolwyn, near Tywyn, Gwynedd, 1 pm, Thursday January 30th. Cremation Service, Cheltenham Crematorium, 11.30 am, Friday January 31st. Donations if desired to SSAFA. Funeral Director, Mr David Gabriel, Brynhyfryd, Tywyn, (0654) 711091.

SANCTUARY - On January 27th, peacefully in Bridport, Dorset, Arthur George Everard, aged 100 years, beloved husband of Evelyn. For 30 years, he was Administrator of the Radcliffe Infirmary and later of the United Oxford Hospitals. His body has been donated to Medical Science. At his request, there will be no Memorial Service.

ST. ALDWYN - On Wednesday January 29th 1992, peacefully at Coln St. Aldwyns, Cirencester, with his family, Michael John Hicks Beach, Earl St. Aldwyn G.B.E., T.D., P.C., D.L., aged 79 years. Beloved husband of Diana, devoted and much loved brother of Delia, father of Micky, Peter and David, father-in-law of Gilda and grandfather of Atalanta and Aurora. Private Funeral Service - Memorial Service to be announced later. Donations if desired to Order of St John or Coln St Aldwyns Church. No letters, please.

STURDY - On January 26th 1992, in hospital, Nigel Anthony, aged 26 years, son of Pam and Tony, stepson of Barbara and Ken. Sadly missed by gran and grandad, brothers Christopher and Karl, sisters Susan and Samantha, uncle to Lisa, Emma, Ruth, Joan and Casey. Funeral Service on Saturday February 1st at St Augustine's Church, Kilburn Park Road, NW6, at 11 am followed by cremation at Golders Green Crematorium at 12 noon. Enquiries to Leverton & Sons, tel: (071) 387-6075.

TAYLOR - On January 25th 1992, at Richmond, Andrew Clifford Samuel. Funeral at South-West Middlesex Crematorium, Hanworth Road, Hounslow, at 1.30 Thursday February 6th 1992. Flowers to I.V. Bailey, 239 Powdermill Lane, Twickenham or donations to The Council for the Protection of Rural England.

THURLEY - On January 27th, Professor Keith, suddenly in London. Will be sadly missed by his wife Elizabeth and family. Funeral Service on Wednesday February 5th at 1.30 pm at All Saints Church, Sanderstead, Surrey. No flowers, donations if desired to Save the Children Fund, (071) 703-5400. Memorial Service to be held later.

VILLIERS - On January 28th 1992, at Allonsfield House, peacefully and with great courage, Rosemary, much loved and admired widow of Mike and mother of Val and Camilla. Funeral private. Service of Thanksgiving at St Andrew's Church, Melton, Thursday February 20th at 12 noon. No flowers. Donations if desired to Parkinson's Disease Society, c/o E.B. Button & Sons, 24 St Johns Street, Woodbridge.

VINES - On January 28th, unexpectedly at home, Joan, aged 82, dearest mother of Susie, Jane and Wizzie, beloved widow of Alan and very special Granny to her 7 grandchildren. Funeral at St Peter's Church, Petersham, on Wednesday February 5th at 2.45 pm. Family flowers only, donations to the Parkinson's Disease Society.

MEMORIAL SERVICES

TYLER - A Memorial Service for Maj Gen Sir Leslie Tyler, KBE, CB, will be held at The Guards Chapel, Wellington Barracks, London SW1, on Friday March 20th at 12 noon. Tickets are available from 'RG', Tower of London, EC3N 4AB.

IN MEMORIAM – PRIVATE

SENTA MARNAU - Una est columba mea, perfecta mea, una est matris suae, electa genitrici suae.

LEGAL NOTICES

INSOLVENCY ACT 1986
ENERGY ESTATES LIMITED
(IN RECEIVERSHIP)
REGISTERED NO. 2131053

Notice is hereby given pursuant to Section 48 of the Insolvency Act 1986, that a meeting of creditors of the above named company will be held at Grant Thornton House, Melton Street, Euston Square, London NW1 2EP at 10.00 am on 7 February 1992. In order to be able to vote, details of your claim must be lodged at Grant Thornton, Grant Thornton House, Melton Street, Euston Square, London NW1 2EP not later than 12 noon on 8 February 1992. In addition, a form of proxy must also be lodged prior to the meeting. Creditors whose claims are wholly secured are not entitled to attend or be represented at the meeting. Creditors whose claims are partially secured should deduct the value of their security from their total claim and they will only be allowed to vote on the unsecured portion of their claim. Creditors should note that the joint administrative receiver can call for any document or other evidence to be produced to substantiate the claim.
Dated 21st January 1992
S.BARNES, Joint Administrative Receiver

LEGAL NOTICES

INSOLVENCY ACT 1986
ENERGY & MARINE INDUSTRIES PLC
(IN RECEIVERSHIP)
REGISTERED NO. 1483459

Notice is hereby given pursuant to Section 48 of the Insolvency Act 1986, that a meeting of creditors of the above named company will be held at Grant Thornton House, Melton Street, Euston Square, London NW1 2EP at 10.00 am on 7 February 1992. In order to be able to vote, details of your claim must be lodged at Grant Thornton, Grant Thornton House, Melton Street, Euston Square, London NW1 2EP not later than 12 noon on 6 February 1992. In addition, a form of proxy must also be lodged prior to the meeting. Creditors whose claims are wholly secured are not entitled to attend or be represented at the meeting. Creditors whose claims are partially secured should deduct the value of their security from their total claim and they will only be allowed to vote on the unsecured portion of their claim. Creditors should note that the joint administrative receiver can call for any document or other evidence to be produced to substantiate the claim.
Dated 21st January 1992
S.BARNES, Joint Administrative Receiver

INSOLVENCY ACT 1986
TORRIDON STEEL LIMITED
(IN RECEIVERSHIP)
REGISTERED NO. 29347

Notice is hereby given pursuant to Section 48 of the Insolvency Act 1986, that a meeting of creditors of the above named company will be held at Grant Thornton House, Melton Street, Euston Square, London NW1 2EP at 10.00 am on 7 February 1992. In order to be able to vote, details of your claim must be lodged at Grant Thornton, Grant Thornton House, Melton Street, Euston Square, London NW1 2EP not later than 12 noon on 6 February 1992. In addition, a form of proxy must also be lodged prior to the meeting. Creditors whose claims are wholly secured are not entitled to attend or be represented at the meeting. Creditors whose claims are partially secured should deduct the value of their security from their total claim and they will only be allowed to vote on the unsecured portion of their claim. Creditors should note that the joint administrative receiver can call for any document or other evidence to be produced to substantiate the claim.
Dated 21st January 1992
S.BARNES, Joint Administrative Receiver

AJG WATERS LIMITED
(In Administrative Receivership)
Principal Trading Address: 8-28 Milton Avenue, Croydon, Surrey
Company Number: 890159

NOTICE IS HEREBY GIVEN, pursuant to Section 98 of the Insolvency Act 1986, that a meeting of the creditors of the above-named company will be held at Friary Court, 65 Crutched Friars, London EC3N 2NP on 3 February 1992 at 2.00 pm for the purposes mentioned in Sections 99 to 101 of the Insolvency Act 1986.

J P Richards of Touche Ross & Co., Friary Court, 65 Crutched Friars, London EC3N 2NP will provide creditors free of charge with information concerning the company's affairs.
Dated 24 January 1992
BY ORDER OF THE BOARD
R J C LUNT, Director.

ASHDOWN (LEADENHALL) 1990 LIMITED
AND IN THE MATTER OF THE INSOLVENCY ACT 1986

Notice is hereby given that Shirley Angela Jackson of Begbie Norton & Partners, Cromwell House, Fulwood Place, Gray's Inn, London WC1V 6HZ was appointed Liquidator of the above named Company on 16th January 1992 by the members.

NOTICE IS ALSO HEREBY GIVEN that the Creditors of the above-named Company, which is being voluntarily wound up, are required, on or before the 28th day of February 1992, to send in their full forenames and surname, their addresses and descriptions, full particulars of their debts or claims and the names and addresses of their Solicitors (if any), to the undersigned S.A. Jackson Begbie Norton & Partners, Cromwell House, Fulwood Place, Gray's Inn, London WC1V 6HZ, the Liquidator of the said Company, and, if so required by notice in writing from the said Liquidator, are, personally or by their Solicitors, to come in and prove their debts or claims at such time and place as shall be specified in such notice, or in default thereof they will be excluded from the benefit of any distribution made before such debts are proved.
Dated this 20th day of January 1992
S.A. Jackson, F.I.P.A., Liquidator.

N.B. This Notice is purely formal. All known creditors have been or will be paid in full.

J & T BURKE (CONSTRUCTION) LIMITED
NOTICE IS HEREBY GIVEN Pursuant to Section 98 of the Insolvency Act 1986 that a MEETING of the CREDITORS of the above named Company will be held on 3rd February 1992 at 4, Charterhouse Square, London, EC1M 6EN at 12.00 noon for the purposes mentioned in Section 99 et seq of the said Act.

NOTICE IS FURTHER GIVEN that Terence John Roper, FIPA of 4, Charterhouse Square, London, EC1M 6EN is appointed to act as the qualified Insolvency Practitioner pursuant to Section 98 (2)(a) of the said Act who will furnish Creditors with such information as they may require.
DATED this 21st day of January 1992
BY ORDER OF THE BOARD
John Burke, Director.

NOTICE OF APPOINTMENT OF ADMINISTRATIVE RECEIVERS
FRESHWINGS LIMITED
COMPANY NO. 02178577

NOTICE IS HEREBY GIVEN, pursuant to Section 46 of the Insolvency Act 1986 that on the 22nd day of January 1992 we, James Kenneth Rees Jones FCA and Andrew Michael Menzies MIPA, of Robson Rhodes, Centre City Tower, 7 Hill Street, Birmingham B5 4UU, were appointed Joint Administrative Receivers under the powers contained in a debenture dated 2nd January 1990 giving the holder National Westminster Bank PLC, a fixed and floating charge over the whole of the property of the company.
Dated this 22nd day of January 1992.
J.K.R. Jones and A.M. Menzies

Notice to Creditors of Intention to Declare Dividend
In the Matter of Office Equipment (John Dale) Limited
and in the Matter of
The Insolvency Act 1986

An interim dividend is intended to be declared in the above matter.

Creditors are required to prove their debt and submit their claim by 17 February 1992. If they have not already done so, or otherwise be excluded from this dividend which is to be declared within four months of this date.
Dated: 23 January 1992
A P Supperstone, Liquidator
Stoy Hayward 8 Baker Street, London W1M 1DA
7/APS/SP

POSSIBLE BENEFICIARIES:
Would Lily Wood, a daughter of Wilfred Eyre and Lily Eyre formerly Richardson; or any children of Lewis Eyre, Elizabeth Mason and Samuel Eyre, children of Thomas Eyre and Theresa Eyre nee Turner or any person knowing their whereabouts or claiming to be related are requested to provide full details of their claim to The Public Trustee of Queensland, GPO Box 1449, Brisbane, Queensland, 4001, Australia quoting E145-1816099.

Notice is given that on or after 29th February 1992 the Public Trustee intends, pursuant to section 132 of the Public Trustee Act 1978 to proceed to distribute the assets in the estate of Alfred Eyre late of Brisbane in the State of Queensland having regard only to the persons whose claims have been established to his satisfaction or who then appear to him to have the best claim in law:
K.J. MARTIN,
PUBLIC TRUSTEE

REALM ENGINEERING LIMITED
(In Administrative Receivership)
Principal Trading Address: 8-28 Milton Avenue, Croydon, Surrey CR9 2JP
Company Number: 369868

NOTICE IS HEREBY GIVEN, pursuant to Section 98 of the Insolvency Act 1986, that a meeting of the creditors of the above-named company will be held at Friary Court, 65 Crutched Friars, London EC3N 2NP on 3 February 1992 at 4.00 pm for the purposes mentioned in Sections 99 to 101 of the Insolvency Act 1986.

J P Richards of Touche Ross & Co., Friary Court, 65 Crutched Friars, London EC3N 2NP will provide creditors free of charge with information concerning the company's affairs.
Dated 24 January 1992
BY ORDER OF THE BOARD
R J C LUNT, Director.

LEGAL NOTICES

REALM CONTROL SYSTEMS LIMITED
(In Administrative Receivership)
Principal Trading Address: Spindle Way, Crawley, Sussex
Company Number: 1972912

NOTICE IS HEREBY GIVEN, pursuant to Section 98 of the Insolvency Act 1986, that a meeting of the creditors of the above-named company will be held at Friary Court, 65 Crutched Friars, London EC3N 2NP on 3 February 1992 at 2.30 pm for the purposes mentioned in Sections 99 to 101 of the Insolvency Act 1986.

J P Richards of Touche Ross & Co., Friary Court, 65 Crutched Friars, London EC3N 2NP will provide creditors free of charge with information concerning the company's affairs.
Dated 24 January 1992
BY ORDER OF THE BOARD
R J C LUNT, Director.

Stringfellow Enterprises Limited
In Liquidation

NOTICE IS HEREBY GIVEN, pursuant to Section 98 of the Insolvency Act 1986, that a Meeting of Creditors of the above-named company will be held at the Sherlock Holmes Hotel, 108 Baker Street, London W1M 1LB on 5 February 1992 at 15:00 hrs for the purposes mentioned in Sections 99, 100 and 101 of the said Act.

A list of names and addresses of the company's creditors will be available for inspection free of charge at 8 Baker Street, London W1M 1DA on 3 February 1992 and on 4 February 1992.
Dated: 22 January 1992
By Order of the Board
P STRINGFELLOW
Director

WISCOMBE BAPTIE NORRIS LTD

Registered number: 1897926. Nature of business: Advertising Agency. Trade classification: 39. Date of appointment of administrative receivers: 23 January 1992. Name of person appointing the administrative receivers: National Westminster Bank plc. Joint Administrative Receivers: P. Monjack, FCA & K.P. Barry, FCA (office holder nos. 2344 and 8741) of Leonard Curtis & Co., P O Box 553 30 Eastbourne Terrace, London W2 6LF.

LEGAL NOTICES

To: Nabeel Nouri Al-Fadhel late of 166 Gloucester Place, Westminster, London NW1

TAKE NOTICE that an action has been commenced against you in the High Court of Justice, Chancery Division, Leeds District Registry, Case No. O/S 29 of 92 by Leeds Permanent Building Society, in which they claim an order for the sale of the above mentioned property, 166 Gloucester Place, Westminster, London NW1.

AND THAT IT HAS BEEN ORDERED by the High Court of Justice that service of the Originating Summons in the said action on you be effected by this advertisement.

AND FURTHER TAKE NOTICE that you must, within 14 days from the publication of this advertisement inclusive of such day of publication, acknowledge service of the Originating Summons by completing a prescribed form of Acknowledgment of Service, which may be obtained from the Solicitors whose name and address appears below, otherwise judgment may be entered against you.

AND FURTHER TAKE NOTICE that the said Originating Summons will be heard at Leeds District Registry, The Courthouse, 1 Oxford Row, Leeds 1 on Wednesday, 19th February 1992 at 11.05 am.
Dated the 28th day of January 1992
Booth & Co., Sovereign House, South Parade, Leeds LS1 1HQ
(Ref: DGH/NB23257/MJM)

THE INSOLVENCY RULES 1986
RULE 4.106(1)
AHBCC Limited
- In Creditors' Voluntary Liquidation -

I HEREBY GIVE NOTICE that I, Peter Richard Copp, Licensed Insolvency Practitioner, of Stoy Hayward, 8 Baker Street, London W1M 1DA, was appointed Liquidator of the above named company on 14 January 1992. All debts and claims should be sent to me at the above address.

All creditors who have not already done so are invited to prove their debts in writing to me. No further public advertisement of invitation to prove debts will be given.
Dated: 20 January 1992
P R COPP, Liquidator.

THE INSOLVENCY RULES 1986
RULE 4.106(1)
Stringfellow Enterprises Limited
- In Creditors' Voluntary Liquidation -

I HEREBY GIVE NOTICE that I, R Hocking, Licensed Insolvency Practitioner, of Stoy Hayward, 8 Baker Street, London W1M 1DA, was appointed Liquidator of the above named company on 22 January 1992. All debts and claims should be sent to me at the above address.

All creditors who have not already done so are invited to prove their debts in writing to me. No further public advertisement of invitation to prove debts will be given.
Dated: 24 January 1992
R HOCKING, Liquidator.

THE INSOLVENCY ACT 1986
STEPHEN PHILIP MICROSYSTEMS LIMITED
(IN LIQUIDATION)
HIGH COURT
NO. 10669 OF 1991

Notice is hereby given that J A G Alexander of KPMG Peat Marwick, 20 Farringdon Street, London EC4A 4PP was appointed Liquidator of the company with effect from 22 October 1991 following meetings of creditors and contributories held on the same day.

All creditors are hereby invited to prove their debts by sending details to me at my address as shown above. No further public advertisement of invitation to prove debts will be given.
Dated this 22 day January 1992
J A G Alexander,
Liquidator.

ALL BOX NUMBER REPLIES SHOULD BE ADDRESSED TO:

BOX No:- ....
C/o The Times Newspapers
P.O. BOX 484,
Virginia Street,
London E1 9DD

PERSONAL appears in Section 3 page 16

هكذا من الأصل

OBITUARIES

SALLY MUGABE

Sally Mugabe, the wife of President Mugabe of Zimbabwe and a member of the politburo of the ruling Zanu(PF) party, died of kidney disease in Harare on January 27 aged 59. She was born in the Gold Coast.

UNTIL laid low by illness, Sally Mugabe played an active political and charitable role in Zimbabwe. She earned the honorific title "Comrade Sally" for her visits to the guerrillas in the camps in Mozambique and Tanzania during the struggle for majority rule. After independence she sat on the ruling party's central committee as secretary for women's affairs.

Born Sarah Francesca Hayfron in what was then the Gold Coast, she met her future husband when he visited the newly independent state of Ghana on a teaching course. She followed him back to Southern Rhodesia in 1961 and, when they married, adopted his Roman Catholic religion, remaining a devout believer for the rest of her life. As Mr Mugabe launched himself into a political career she campaigned energetically by his side.

Her first brush with the racial divisions of southern Africa came when she was on a transit flight in Johannesburg: she was held for several hours by the authorities there because she refused to state her race on a form she was asked to fill in. At a political rally in Salisbury (now Harare) after delivering a speech that watching Rhodesian police considered inflammatory, she was arrested and jailed. In prison she mounted a civil disobedience campaign by refusing to clean cells and went on a hunger strike.

By 1962 Mr Mugabe had fallen foul of the authorities himself and was detained for his political activity. She, too, while pregnant, was put under house arrest but she slipped away. The child was later stillborn.

In 1963 she went to Tanzania and gave birth to a son, Nhamodzenyika ("the country's suffering"), who lived for only three years before dying of cerebral malaria in Ghana. Robert Mugabe was by then in his third year of a ten-year detention period and was refused permission by authorities to attend the funeral.

"I am a mother," she wrote in her autobiography. "I could have gone out and grabbed Ian Smith by the throat when I had to write and tell my husband that our child had died... But he taught me to realise that if you spend all your time wanting revenge you stay always in the position that you were before you gained your freedom." She moved to London, studying and working in a variety of jobs — including a spell as a teacher at the Africa Centre — and spending hours copying in longhand from texts borrowed from the local library to provide her husband with material for his studies in Wha Wha prison in Rhodesia's midlands.

Independence in 1980 brought the couple to a stable home for the first time, having spent only six years of marriage out of 19 together. From then she acted as Zimbabwe's first lady, bringing a natural grace and West African spontaneity to official functions.

She maintained a relatively low political profile as deputy secretary in the Women's League of the ruling Zimbabwe African National Union (Patriotic Front). Although also a member of the party's politburo she was not easily accepted by most of her colleagues because of her Ghanaian nationality, her inability to speak the Shona vernacular fluently and the fact that she was in her position by virtue of her husband's authority.

This distrust deepened in 1989 when President Mugabe made the error of annulling Women's League elections and putting his wife in charge. He was accused of being manipulated by her. In any event the appointment meant little, as her illness confined her more and more to her bed.

During the last two years she was involved in establishing a campaign to raise money to assist poor and disabled children in Zimbabwe but as her illness worsened she appeared in public only infrequently. Her last public engagement was as hostess to the Commonwealth leaders in Harare in October.

Jean-Louis Rieupeyrout

JEAN-Louis Rieupeyrout, a French academic who specialised in the history of the US West and American Indians, died of cancer on January 25 aged 68. Rieupeyrout's passion for the US Far West came from his love of Western movies. His first book, *The Western, or American Cinema "Par Excellence"*, in 1953, became a handbook for French film buffs.

He later turned to history and became a prolific author. He had just completed his latest book, entitled *The Lost Conquistador: The Indian Odyssey of Cabeza de Vaca*, which his publisher, Payot, said would appear in March.

DOM GREGORY MURRAY

Dom Gregory Murray, OSB, organist and composer, died at Downside Abbey on January 19 aged 86. He was born in Fulham, London, on February 27, 1905.

DOM Gregory Murray enhanced the music of the Roman Catholic Church, and latterly that of other denominations, almost by stealth. His music is sung every Sunday in thousands of churches throughout the English-speaking world: a case of everybody knowing the rune but few knowing the name of the composer. His influence through such simple music as *A People's Mass* (with sales of over two million copies), his psalm tones, organ music and hymn tunes reached far, although he had more or less withdrawn from public life half a century ago.

Anthony Gregory Murray was educated at Westminster Cathedral Choir School when Sir Richard Terry was Master of the Music, and St Benedict's, Ealing. He was ordained in 1932 for Downside Abbey and spent most of the rest of his life there except for periods at Ealing during the war and as parish priest of Hindley, Lancashire, from 1948 to 1952. He was parish priest of St Benedict's, Stratton-on-the-Fosse, from 1952 to 1987, a position he combined with his domestic duties. In 1923 he became a fellow of the Royal College of Organists and read for the historical tripos at Cambridge, graduating in 1929.

Murray was a brilliant organist, regularly giving recitals and broadcasting during the 1930s. The frequency of his live broadcasts from the Compton organ at Downside led to the folk tale among musicians that the abbey was permanently hooked up to the BBC. He was particularly noted for his skill at improvising. Those with acute hearing and their wits about them would frequently detect a musical quotation from another work, not necessarily sacred in nature.

He was an authority on Gregorian Chant, publishing two books on the subject. It was a measure of his honesty that, once he had changed his mind about the rhythmic basis of plainsong, the second more or less contradicted the first. He disowned his *Gregorian Rhythm: a Pilgrim's Progress* (1934) in the October 1957 edition of *The Score*, later giving his reasons in *Gregorian Chant According to the Manuscripts* (1963). Two of his hymn tunes were published in the widely esteemed *Hymns Ancient & Modern (New Standard)*.

Outside of music his interests encompassed the gospel of St Matthew, football, cricket, tennis and chess. He complained during his last illness that the greatest privation of being sick was his inability to play the latter four, especially football. The sharp wit of his early years had mellowed to a delightful humour which he retained to the end.

His over-riding interest as a musician was to provide music that would enhance the Roman Catholic liturgy (when the Church of England later took to his music with enthusiasm he was delighted). His reflections on the place of music as a servant of the liturgy are recorded in *Music and the Mass* (1977). He wrote for the old Latin liturgy, but as a keen vernacularist he seized the opportunities offered by the reforms of the Second Vatican Council and continued composing until a few months before his death. He was always threatening to stop writing, once describing music to his publisher as "a bore and a chore", but he never did and his *Chorale Prelude on Marienlied* was published on the day his death was announced.

MAHMOUD RIAD

Mahmoud Riad, for ten years Egypt's foreign minister and secretary-general of the Arab League from 1972 to 1979, died in Cairo on January 25 aged 75. He was born on January 8, 1917.

MAHMOUD Riad was one of the Arab world's most prominent statesmen over several decades and lived to be, in his retirement, one of its more influential elder commentators on international affairs. Serving Egypt's last three, dissimilar regimes under presidents Nasser, Sadat and Mubarak, he was primarily a diplomat, an organisation man whose own position on issues was not always apparent. In his last years, he found greater freedom of expression, revealing that he still harboured some nostalgia for Arab nationalism and the Nasser era. He was also strongly sympathetic to the Palestinian cause and disagreed with the peace settlement President Sadat made with Israel.

Born into a middle-class family, Riad enrolled at the military and staff college in Cairo after completing high school and obtained a doctorate in engineering in 1940, when Egyptian public opinion under King Farouk tended strongly towards Nazi Germany. He saw service in the fighting between Arabs and Jews in 1948-49 and, after the defeat of the Arab armies in the Israeli war of independence, he was chosen to lead the Arab military delegation in the mixed armistice committee, in which capacity he negotiated with the new state of Israel until 1952. He then left the army as a lieutenant-colonel to head the Palestine desk of the foreign ministry.

That was the year of the military coup that toppled the monarchy and replaced it with the regime of Colonel Gamal Abdel Nasser. Riad was sympathetic to the new rulers and his diplomatic career made rapid progress. He was promoted to lead the foreign ministry's Arab affairs department until, in 1955, he was sent to Damascus as ambassador. During the crisis over the invasion of the Suez Canal zone by Israel, Britain and France in 1956 Riad solicited public and diplomatic backing for Egypt among the Syrians and helped to prepare the two countries for their ill-fated amalgamation in the United Arab Republic in 1958.

From 1958 to 1962 Riad served as foreign affairs adviser to the president before being sent to New York for a two-year spell as Egypt's permanent representative at the United Nations. In 1964 he was appointed minister of foreign affairs. Two years later he had a brief spell in the office of the Arab League but he was reinstated as foreign minister in 1967 and shortly afterwards was promoted to deputy prime minister.

In the wake of the Arab defeat in the Six-Day War of June 1967 Riad played an active part in the diplomatic activity that led to the drafting by Lord Caradon, then Britain's permanent representative at the UN, of the security council resolution 242. This urged the Arab states to recognise Israel and guarantee its security within the pre-1967 borders in return for Israel vacating all the land it occupied during the war. He was also instrumental in persuading all but three African states (South Africa, Malawi and Lesotho) to sever diplomatic relations with Israel because of its refusal to withdraw from the Sinai peninsula. At that time Egypt — together with India and Yugoslavia — was one of the leaders of the new non-aligned bloc of nations and Riad succeeded in persuading many countries in the communist and developing worlds to boycott Israel.

Anwar Sadat, who succeeded Nasser as president in 1970, did not have the same regard for Riad. However, he nominated him in 1972 for the secretary-generalship of the League of Arab States. Riad's long experience of inter-Arab rivalry was found useful there. He was able to prevent a number of crises from getting out of hand but he was unable to avert the great division of 1979, when Egypt was expelled from the league for its separate Camp David peace agreements with Israel.

Although Riad had opposed President Sadat's policy, he resigned from his post as secretary-general when the headquarters of the league were transferred to Tunis. During his retirement Riad was often consulted by President Mubarak and other Arab leaders for advice on their foreign relations. In addition he wrote a number of books, principal among them being his memoirs, *The Struggle for Peace in the Middle East*. Prior to the invasion of Kuwait by President Saddam Hussein's forces, Riad warned against the Iraqi leader's ambitions and urged Arab states to join hands with the West to re-enforce the status of Kuwait. But he later criticised the United States for inflicting too much civilian destruction on Iraq.

Mahmoud Riad's style of living was comparatively modest. In addition to their home in Cairo, he and his wife maintained an apartment in London where they spent about two months of each year.

Riad is survived by his wife and their three sons.

APPRECIATIONS

Gen Sir Dudley Ward

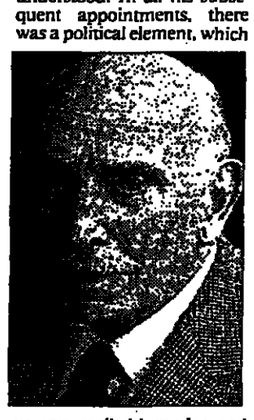
YOUR admirable obituary of General Sir Dudley Ward (December 31) understandably lacked space to cover two key periods of his career, as commandant of the Staff College from 1949 to 1951, and commander 1st British Corps from 1951 to 1953, when he had a vital influence on the future of the Army.

Dudley Ward's period at Camberley coincided with the rapid expansion of BAOR to take account of a possible Soviet invasion of the West, perhaps patterned on the North Korean model in mid-1950. Against this background Dudley Ward succeeded in making the training at Camberley completely professional and realistic; there was an abrupt end to happy nostalgic study of the techniques of the second world war.

Instead, we were forced to think in terms of operating against much superior numbers and in an unfavourable air situation; we were given a modern enemy, the Fantasians, whose tactics and methods were those of our Soviet former allies. Above all our exercises were conducted at war pace, with our plans critically and positively analysed. The year 1950 was an immensely stimulating time to be at Camberley; those who were lucky enough to be students or members of the directing staff at that time felt the benefit throughout their subsequent careers.

Ward's arrival in BAOR the following year to command the newly formed 1st Battalion Corps proved an equally salutary breath of fresh air. He concentrated all our training on practical implementation of the defence plan for Germany. Since, at that time, we depended on river lines to help stop the Soviets, our exercises naturally centred round this aspect. The Spearhead series of signal exercises and subsequent inter-divisional contests on the Rhine and the Weser were the most realistic training which could have been devised. By the end of the 1952 training season Ward had successfully developed a proper confidence in 1 Corps's operational ability.

Command of a corps was, in fact, probably Dudley Ward's best level. It was the last time he could afford to be a pure soldier and concerned with functions he completely understood. In all his subsequent appointments, there was a political element, which



was not really his metier, and which he preferred to delegate to others.

As a commander, Dudley Ward was supremely practical and full of commonsense. As a C-in-C he may have lacked the flair of John Harding or the intellect of Hackett but on the divisional and corps level he was at least their equal. If he was not quite a great soldier, he was certainly a great trainer.

Lt-Gen Sir James Wilson

Yvonne Bryceland

MY SISTER Yvonne Bryceland (obituary, January 15) used to chuckle at my theory that the genes that produced her acting flair date back to her great-great grandparents — one of whom was a professional Danish gambler and a founder of the embryo theatre in the Orange Free State diamond-rush years of the late nineteenth century. Her great-grandmother on her mother's side was an equally theatrical character — a genuine Lady Mary Sinclair-Inglis. I have a copy of their marriage certificate to prove it. Alas for delusions of grandeur, however — she ran away and wed a farrier, and was disowned by her family.

One of the many tributes to Yvonne was paid by Roy Sergeant, head of the drama department of South African Television. "She was," he said, "a great actress and glorious woman."

Few who knew Yvonne well would cavil at this assessment. To me, her closest ally in our family of five children — she was the youngest — "Bud" was always special, sunny-natured, independent. Even in the bad years (before she met and married Brian Astbury) when she raised on her own a family of three active girls on a miserly librarian's salary, she would not accept help.

One other primary virtue she exercised all her 66 years was modesty. Even when accolades and awards came in showers, her head was not turned. In her last letter to me in South Africa, a few months ago, she wrote: "I'm dying to know what you and Mandy (my daughter) thought of the film (*Road to Mecca*). The crits here have been wonderful on the whole, but frankly I care much more about what my family thinks."

Bruce Heilbuth

The concise crossword, the chess problem and the answers to Word-Watching are on page 23 of the new Life and Times section.

JAN 30 ON THIS DAY 1922

The manner of Captain Robert Scott's death near the South Pole has always, in the public's mind, unwittingly overshadowed the achievements of Sir Ernest Shackleton (1874-1922). Following his first voyage with Scott in 1901 he led three expeditions to Antarctica between 1907 and his death.

TRAGEDY OF THE QUEST

DEATH OF SIR E. SHACKLETON

Captain Hussey, meteorologist of the Quest Expedition, and a medical man, who brought Sir Ernest Shackleton's body to Montevideo, has sent the following message to the *Daily Mail*:

I regret to inform you that Sir Ernest Shackleton died suddenly from heart failure on January 5, in the Quest, off South Georgia, where we arrived the day before.

At half-past 3 in the morning he called Major Macklin and complained of a pain in the back.

Immediately afterwards he collapsed. Major Macklin called Dr McIlroy, but Sir Ernest died in three minutes, before anything could be done. He said nothing before he died. He had never previously complained of any illness, but only that he felt tired ...

By the untimely death of Sir Ernest Shackleton the ranks of British explorers sustain a heavy loss. He had gained fame as a man of the greatest intrepidity, as one who had held the Farthest South record - a record broken later by Amundsen and Scott - and as a leader of men who had few equals. He was also distinguished, and this was the special characteristic of the man, by a combination of those qualities of daring, enthusiasm, and foresight essential in the leader of any hazardous undertaking, with the business capacity of organization - so that he was able both to plan and execute his own designs. Thus in his greatest expedition, when he reached to within 100 miles of the South Pole, as in this last journey on the Quest, every essential point of equipment, all the plans not purely scientific, he made himself.

Shackleton had in this adventure of the Quest set himself to explore one of the least known parts of Antarctica - that which lies south of the southern extremities of Africa and South America. The first public announcement of the expedition was made at the end of last June, but at that time Shackleton had already worked out his plans and had secured the necessary financial backing...

On September 17 last, the Quest left St Katherine's Dock, London, amid ringing cheers of thousands of spectators. The voyage, which was planned to last three years, was hardly begun when, in the Bay of Biscay, heavy weather was encountered. The ship stood the strain gallantly, but put into Lisbon for slight repairs. Thence, "in perfect order," as Sir E. Shackleton reported, the journey was continued to Madeira and the Cape Verde Islands.

The Quest thereafter crossed to Rio de Janeiro, making en route a complete examination of the little known St Paul's Rocks. Rio was reached on November 22, all well. There the vessel was refitted, and on December 18 she cleared for her long voyage to the south, the guns of the Brazilian forts firing a salute in her honour as she passed. The Quest dipped her white ensign in return: the great quest was begun.

The first destination of the ship was South Georgia, a group of islands which lie beyond the Falklands, but north of the Antarctic circle. From South Georgia, the Quest was to sail eastward, past Bouvet Island, and then, towards the end of this month, the Antarctic ice was to be entered near Enderby Land ...

The sky at night in February

BY MICHAEL J. HENDRIE
ASTRONOMY CORRESPONDENT

MERCURY starts the month as a morning star but too near the Sun to be visible. After superior conjunction on the 12th it becomes an evening object, setting an hour and a half after the Sun by the 29th and reaching -1 magnitude it should be visible in twilight low in the western sky through into the middle of March.

Venus is in the morning sky but the best of the apparition is now over and the planet, which rises an hour and a half before the Sun on the 1st, will rise only 45 minutes before by the 29th. At -3.9 magnitude it will be visible to the naked eye in the south-eastern dawn sky. Venus will then remain close to the Sun throughout much of the year, passing from the morning to the evening sky in June but not becoming a conspicuous evening star until November. Venus passes close to Uranus and Neptune on the 7th/8th, Mars on the 19th/20th and Saturn on the 29th but with all four planets being much fainter than Venus and in a bright sky, these quite close approaches will probably not be visible even with optical aid.

Mars remains close to the Sun until May, rising only an hour before the Sun throughout February, and at 1.3 magnitude not observable with the unaided eye. The waning crescent Moon is nearby on the 1st.

Jupiter is in the constellation Leo and will be at opposition on the 29th, when it crosses the meridian at 0h. It will be above the horizon from early evening on the 1st and from sunset by the end of the month. At -2.5 magnitude it will be a conspicuous object, and the only naked eye planet visible in a dark sky this month. Binoculars will show the planet's disc and the four large satellites. The full Moon passes to the south on the 18th.

Saturn was in conjunction with the Sun on the 29th January and rises no more than an hour before the Sun by the end of February.

Uranus and Neptune are in Sagittarius and close together in the sky so they rise and set about the same time throughout the year. They rise 1 hour before the Sun on the 1st and 2 hours before by the 29th. Uranus is about 5.7 and Neptune 8 magnitude, so both need optical aid.

The Moon: new Moon, 3d 19h; first quarter, 11d 16h; full Moon, 18d 08h; last quarter, 25d 08h.

Sunset on the 1st is at 16h 45m and on the 29th at 17h 35m while sunrise is at 07h 40m and 06h 50m on the same dates. Astronomical twilight ends at 18h 45m and 19h 30m early and late in the month and begins at 05h 45m and 04h 55m.

Algol, the variable star in Perseus which fades from 2.1 to 3.4 magnitude every 69 hours, can be seen this month when faint about the following times: 14d 01h and 16d 22h.

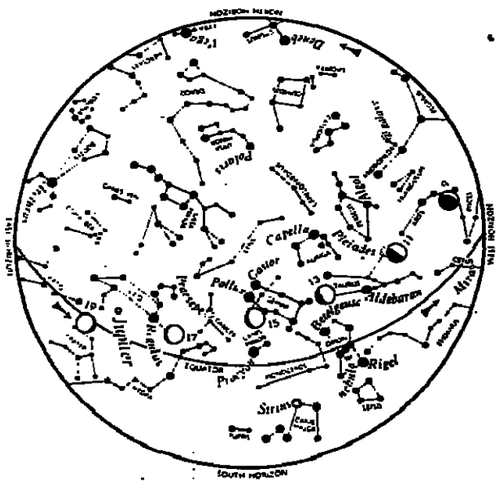
The monthly charts are drawn for the 1st of the month at 23h and the notes beneath them indicate that (apart from the Moon and planets) the aspect of the sky will be the same 2h later the previous month and 2h earlier in the subsequent month. Thus the February chart is applicable to the 1st January at 01h and 1st March at 21h.

If it were not for the motion of the Earth around the Sun we should see the same stars in the same places one rotation of the Earth or 24 hours later. But because the Earth completes an orbit around the Sun in one year or 365 days the Sun appears to move eastwards amongst the stars by about one degree per day and this causes the stars to rise 4 minutes earlier each evening. Over a month this difference adds up to 2 hours. After 12 months the same stars are rising again at the same time in the evening.

Near the equator the lengths of day and night change little with the time of year but farther north and south there is an increasingly large variation. At the latitude of southern England it is dark for 12 hours in early February but as the Sun moves north this reduces to under 4 hours in mid-summer and farther north still it is light all night.

The time between sunset and darkness or darkness and sunrise is called twilight and its ending and beginning is related to the Sun's depression or distance below the observer's horizon, 18 degrees for astronomical twilight, when it is as dark as it will become and no light from the Sun affects the sky.

In autumn the daily motion of the stars westwards and the earlier time of darkness partly cancel out and the stars do not run into daylight quickly. Thus a star like Arcturus, which is in the west at dusk in August, can remain above the horizon in darkness until November. In late winter, however, the opposite happens and we soon lose the winter constellations into advancing evening twilight. For example Orion, which is conspicuous in the south during February evenings, is near the horizon by the time it is dark by mid-April.



The diagram shows the brighter stars that will be above the horizon in the latitude of London at 23h (11 pm) at the beginning, 22h (10 pm) in the middle, and 21h (9 pm) at the end of the month, local mean time. At places away from the Greenwich meridian the Greenwich times at which the diagram applies are later than the above by one hour for each 15 deg west of Greenwich and earlier by a like amount if the place be east. The map should be turned so that the horizon the observer is facing (shown by the words around the circle) is at the bottom, the zenith being at the centre. Greenwich Mean Time, known to astronomers as Universal Time and expressed in 24-hour notation, is used in the accompanying notes unless otherwise stated.

The Queen asks for quiet anniversary

By Alan Hamilton

THERE will, for the time being at least, be no fountain in Parliament Square to mark the Queen's 40 years on the throne. Indeed there will be precious little else next week to commemorate a milestone reached by only five previous monarchs. The sovereign herself has requested that any celebration should be in the lowest of keys.

Forty years ago next Thursday, Princess Elizabeth was at Sagana Lodge, in the Aberdare mountains of Kenya, when she learnt of her accession. That it is also the anniversary of the death of her father King George VI is the overpowering reason why accession day has never been an occasion of unbridled rejoicing. The Queen would prefer any public show of affection, such as was shown on her jubilee in 1977, to be kept for her golden jubilee in 2002, when she will also celebrate her 75th birthday. Next Thursday, as on every accession day, royal salutes will be fired at the Tower of London and Hyde Park, and flags may be flown from public buildings. The Queen will be at Sandringham in the middle of her winter break, and her only public engagement of the day will be to visit a hospice in the nearby Norfolk village of Snettisham.

The main event will be the screening on BBC1 that evening of a 110-minute documentary on her working life, the most revealing film of her to be made since *Royal Family* in 1969. It will show her as a dedicated and enthusiastic head of state with a surprisingly easy ability to laugh and a sense of humour both ready and sharp. A more searching look at the institution is planned by independent television for the autumn.

Queen Victoria was the last monarch to reach her 40th year in the job, the only others being Henry III, Edward III, Elizabeth I and George III. Scots will know that William the Lion and David II were equally long servers, as was James if his I of Great Britain is added to his VI of Scotland.

Victoria was still in her widow's weeds at Windsor when she reached her 40th anniversary in 1877: the only celebration reported by *The Times* was the ringing of bells at St George's chapel in the castle, and St John's church in the town. Buckingham Palace said yesterday it knew of no bellringing plans for next week.

Such celebrations are being planned are in the hands of the Royal Anniversary Trust, an independent body headed by Sir George Younger, the former defence secretary and now chairman of the Royal Bank of Scotland. The trust had an inauspicious launch last autumn when it claimed it was honouring the longest-serving head of state in the industrialised world. King Baudouin, who has been on the Belgian throne since 1951, had reason not to be particularly amused.

Further controversy has descended on the trust after its decision to commission Andrew Lloyd Webber to write music for a television spectacular to be staged at Earls Court in October, in preference to Dr Malcolm Williamson, master of the Queen's music. It is not yet certain that the Queen will attend.

Regal calm: a portrait of the Queen by Andrew Festing, commissioned by the Royal Military Academy Sandhurst and unveiled yesterday, shows her in the robe and insignia of the Order of the Garter

Mirror is withdrawn from sale

Continued from page 1

of British Rail, which was seen as the leading candidate to buy MGN.

Ernst & Young, the accountancy practice, is preparing a report for the banks on the extent of MGN's losses, although an accurate assessment may take months or even years. MGN itself is suing Robert Maxwell's estate and Kevin and Ian Maxwell for £170 million allegedly removed from the company.

Kevin Maxwell is expected to be interviewed by Robson Rhodes within a week after losing his appeal for a right to silence to avoid self incrimination. The court refused consent for appeal to the House of Lords and refused to delay judgment if he petitions the Lords directly.

Lord Justice Dillon said that the Insolvency Act removed Mr Maxwell's right to silence. The decision will have implications in other cases.

The judge rejected an appeal by MGN, which wants to ask Mr Maxwell about the whereabouts of funds.

Administration cost, page 23
Law report, page 30

Yeltsin presses Major for Trident cuts

Continued from page 1

ons. Today's Anglo-Russian talks will also tackle the question of former Soviet nuclear scientists facing lucrative enticements to work for Third World countries. Mr Yeltsin touched on that in his broadcast at home yesterday, pledging measures "to prevent our experts from spreading weapons of mass destruction".

Mr Yeltsin said that his 10-point programme of arms cuts, covering everything from strategic nuclear missiles to biological and conventional weapons, had been prepared after "constant interaction with other members of the commonwealth". On strategic weapons, he said Russia had taken 600 land and sea-based missiles off standby alert; 130 silo launchers for intercontinental ballistic missiles were being destroyed; six nuclear submaries were having their missile launchers dismantled, and a number of missile programmes had been cancelled.

Mr Yeltsin also said that he wanted Russia to work with America on a joint system of global anti-missile security that would replace the American Strategic Defence Initiative, or "Star Wars" project.

"Nuclear weapons and other means of mass destruction in the world must be eliminated," he said, although he emphasised that he was not talking about unilateral disarmanent. "The United States is taking parallel steps in a gesture of goodwill. It is now possible and necessary to move much further along this road."

On Tuesday, President Bush announced plans to eliminate 1,500 of 2,000 nuclear warheads on land-based missiles, reduce by a third the number of warheads on sea-based missiles and to convert some bombers to non-nuclear roles.

Bush blitz, page 7
Leading article and diary, page 15

Political sketch

Angry old geyser blows his top

The House of Lords is never quite what you expect. The Third Baron Brabazon of Tara, for instance, should storm into the chamber. Instead, he just walks: bland and urbane. He was at the dispatch box yesterday to answer a complicated question from Lord Benson about the financial administration of the EC, which Benson believed to be dodgy.

Lord Brabazon was rather relaxed about EC finances, and most other things, too. Lord Benson, who had read something about it on *The Times* letters page, persisted. Lord Bruce of Donington came to his aid. Lord B of D seems to be in a perpetual rage. Whatever may be the topic of the day, to Lord Bruce it's the flipping limit. An innocent onlooker, catching his first sight of Lord Bruce boiling over, feels excited to be present just as the last straw breaks the camel's back.

But then Lord Bruce does it again, on the next question. And again, on the next. One imagines him raging at his Teasmade as each new dawn finds him just as it all becomes too much. Lord Benson's question — or, rather, Lord Brabazon's answer — was beyond what human flesh could bear. It was the last straw. He exploded.

As with an Icelandic geyser, there is a dangerous rumble followed by words shot with intense energy into the air. "... grossly inadequate to the tasks before it" (or something) spat the old geyser. Forget Mr Angry: this was Lord Angry.

Lord Brabazon — Lord Bland — murmured cosily about "three billion ecu", and other noble equivalents of the Mister Men pitched in. Lord Cockfield, who is rather an expert on the EC and rather disinclined to hide it, told their Lordships that member states were to blame for what Lord Snooty called "malfeasance". Lord Bland turned to face Lord Smoothie — "Holme of Cheltenham" — whose question was almost drowned by paper crunching from Lady Seear — the Baroness Preposterous. Lord Smoothie's complaint was about parking charges at Heathrow.

Lord Bland said he was not responsible for these, then proceeded to defend them. Lord Smartypants — Marsh — rose with a smirk from the crossbenches: "If the noble Lord is not responsible, then why is the question on the order paper?" Lord Bland replied that he had wondered about this himself.

Lord Harmar-Nicholls, who was once a hotelier in Wolverhampton, took Jester's role. All very well, chuckled Lord Funny, to charge 75p for half an hour's parking, but "by the time you've got out of the car and walked to the end of the car, the half hour has gone!" During prolonged laughter, three Lord Sleepies and a Baroness Drowsy, whom we shall not name, awoke.

Laughter turned to angry mooing after Lord Flatch of Lusby took the floor. The nobleman's Dennis Skinner and working man's friend; Lord H is permanently aggrieved on behalf of the oppressed. He sees conspiracy everywhere. "Never dissuaded" should be the motto beneath the Lusby coat of arms. Lord Suspicious has espied a plot to export "instruments of torture and mechanical restraint" to tyrannies abroad. An unedifying gallop through the world of "leg irons", shackles and gang-chains" followed, as Lord Suspicious sought a pledge to stop this evil trade.

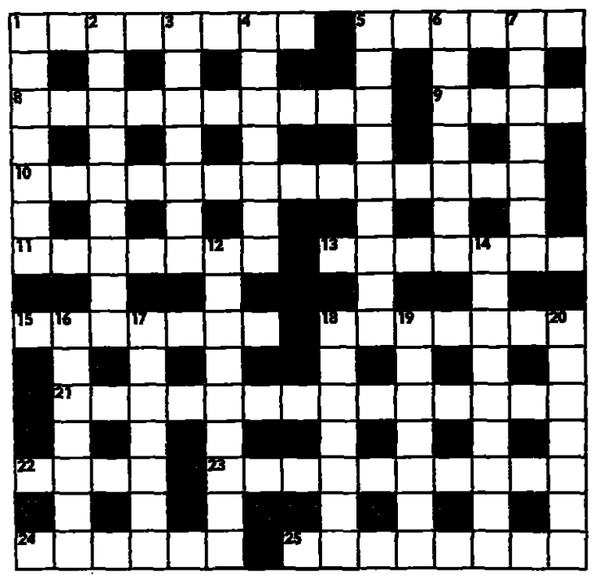
It fell to the minister, Lord Reay, to fail to allay suspicion. Lord Reay sounds rather bright, which may be his problem: he cannot quite understand what their Lordships are getting at. They baffle him. There were already tight controls, stammered Lord Stumped to Lord Suspicious. Some devices, however, designed for innocent purposes, could be turned to evil ones.

Whatever else one has thought of the Earl of Halsbury, one has never seen him as saucy. But he rose, now, to offer an example from the world of lingerie. "A corset," said Lord Saucy, could be "adjusted to become an instrument of torture." Lord Stumped doubted he could add corsets to the proscribed list.

From Lord Bruce of Donington came a rumble. The old geyser was stirring. Up leapt Lord Angry. Something snapped. Controls, he stormed, had better be "more effective than when *gun* barrels were exported to Iraq." He resumed his seat. He was now too angry to speak.

Matthew Parris

THE TIMES CROSSWORD NO 18,828



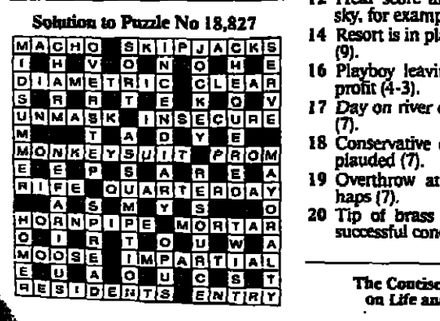
ACROSS

1 One who is sure to fail as flat-sitter? (4,4).
5 One for each child (6).
8 Chestnuts (chips off) for breakfast? (10).
9 Flute of use to the military, if kept in iron case (4).
10 Causing a body to pass through light? (14).
11 Horsemen captured leader of Assyrian attackers (7).
13 Gambler appearing in court endlessly (7).
15 Copper applied here to look after lowest parts of Hull, say? (3,4).
18 Directions for series of lectures (7).
21 Singles champion out of order? (6-8).
22 Reversible slip (4).
23 Give thanks after harvest — size up again! (10).
24 Muscial interval before carnival is exhausted of vitality (6).
25 This fan is sticking fast (8).

DOWN

1 Play-off to conclude with a single? (7).
2 "Blithe Spirit" is impractical (4-5).
3 New bunch of keys outside for protection (7).
4 Members of church assist in finding girl's body (7).
5 I chop it, as ordered, for the ice-cream flavouring (9).
6 Tough Rugby enthusiast upset if embraced (7).
7 Will a neat hedge do for this? (2-5).
12 Hear score arranged for Nijinsky, for example (9).
14 Resort is in place south of the Po (9).
16 Playboy leaving with unearned profit (4-3).
17 Day on river or trickling stream (7).
18 Conservative drank up and applauded (7).
19 Overthrow at Badminton, perhaps (7).
20 Tip of brass on silver made a successful conductor (7).

Solution to Puzzle No 18,827



The Concise crossword is on Life and Times, 23

WORD WATCHING

A daily safari through the language jungle. Which definitions are correct?

By Philip Howard

FANTASSIN
a. A fantasy murderer
b. A breed of show bantam
c. An infantry soldier

TERSION
a. Terza rima
b. Laconicism, being terse in speech
c. Cleaning by rubbing

FEWTERER
a. A dog keeper
b. A pewter smith
c. Speaker of the House of Keys

SISERARA
a. Spherical pasta balls
b. A married female companion in Venice
c. A severe blow

Answers on Life and Times 23

AA ROADWATCH

For the latest AA traffic and roadworks information, 24 hours a day, dial 0836 401 followed by the appropriate code

London & SE	
C London (within N & S Circs)	731
M-ways/roads M4-M1	732
M-ways/roads M1-Dartford T	733
M-ways/roads Dartford T-M23	734
M-ways/roads M23-M4	735
M25 London Orbital only	736
National	
National motorways	737
West Country	738
Wales	739
Midlands	740
East Anglia	741
North-west England	742
North-east England	743
Scotland	744
Northern Ireland	745

AA Roadwatch is charged at 36p per minute (cheap rate) and 48p per minute at all other times.

WEATHER

The day will again see some areas of persistent freezing fog, with northern England and southern Scotland most at risk. There should be some improvement during the day, but further patches of thick freezing fog are likely in the evening. However, many parts of the country will have some sunshine during the day and, away from the foggy areas, afternoon temperatures will be up to the seasonal normal. Outlook: little change.

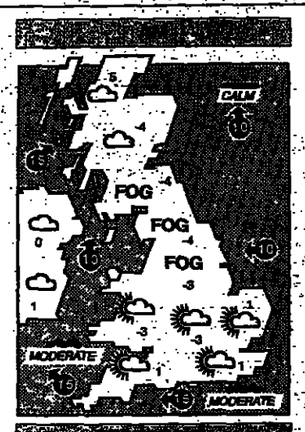
MIDDAY: t=thunder; d=drizzle; fg=fog; s=sun; sl=sleet; sn=snow; f=fair; c=cloud; r=rain

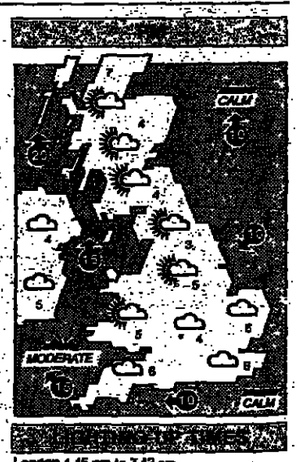
	C	F			C	F	
Ajaccio	13	55	s	Majorca	14	57	f
Akrotiri	12	54	f	Malaga	18	61	f
Alex'dria	18	64	f	Malta	13	55	f
Algiers	17	63	s	Mexico C*	15	59	f
Amst'dm	3	37	s	Miami*	26	79	c
Athens	7	45	c	Milan	3	37	s
Bahrain	13	55	s	Montreal*	-11	12	s
Bangkok	31	88	f	Moscow	0	32	sn
Barbados*	29	82	f	Munich	0	32	s
Barcelna	12	54	f	Nairobi	28	82	f
Beirut	12	54	f	Naples	11	52	s
Belgrade	-2	28	c	N Delhi	19	66	f
Bermuda*	18	64	f	N York*	3	37	s
Biarritz	5	41	f	Nice	15	59	s
Borde'x	3	37	s	Oslo	0	32	f
Brussels	1	34	s	Paris	2	36	s
Budapest	4	39	s	Perth	34	93	s
B Aires*	32	90	s	Prague	4	39	s
Cairo	18	64	f	Reykjavik	8	46	d
Cape Tn	24	75	s	Rhodes	14	57	s
Chicago*	0	32	c	Rio de J	35	95	f
Cologne	4	39	s	Riyadh	11	52	s
C'phagn	4	39	c	Rome	12	54	s
Corfu	12	54	s	Salzburg	3	37	s
Dublin	6	43	c	S F'risco*	10	50	c
Faro	15	59	f	Santiago*	31	88	s
Florence	11	52	s	S Paulo*	30	86	c
Frankfurt	3	37	s	Sing'por	29	84	f
Funchal	17	63	c	St'kholm	7	45	f
Geneva	0	32	c	Strasb'rg	3	37	s
Gibraltar	15	59	c	Tangier	15	59	s
Helsinki	3	37	s	Tel Aviv	18	64	s
Hong K	21	70	f	Tenerife	19	66	f
Innsbrck	-1	30	s	Tokyo	15	59	s
Istanbul	4	39	f	Toronto*	-1	30	s
Jo'burg*	28	82	s	Tunis	12	54	f
L Palmas	18	64	c	Valencia	11	52	f
Lisbon	12	54	s	Vanc'ver*	10	50	r
Locarno	6	43	s	Venice	10	50	s
London	7	45	s	Vienna	5	41	s
L Angels*	13	55	f	Warsaw	0	32	c
Luxembg	5	41	s	Wash'ton*	7	45	s
Luxor	21	70	c	Wel'ngton	21	70	f
Madrid	8	46	s	Zurich	-2	28	c

* denotes figures are latest available

	Sun hrs	Rain in	Max C	Max F	
Aberdeen	3.8	-	10	50	bright
Anglesey	2.3	-	6	43	sunny
Aviemore	4.0	-	9	48	sunny
Belfast	-	-	6	43	dull
Birmingham	-	-	0	32	fog
Bognor Regis	2.2	-	3	37	bright
Bournemouth	3.4	-	4	39	bright
Bristol	0.1	-	2	36	dull
Buxton	5.3	-	3	37	sunny
Cardiff	1.0	-	2	36	fog
Colwyn Bay	6.7	-	7	45	sunny
Cromer	0.8	-	5	41	bright
Douglas	0.3	-	3	37	cloudy
Eastbourne	-	-	3	37	cloudy
Edinburgh	-	-	3	37	fog
Exmouth	4.5	-	5	41	sunny
Falmouth	-	-	6	43	cloudy
Folkestone	1.2	0.03	2	36	bright
Glasgow	-	-	3	37	fog
Guernsey	-	-	4	39	cloudy
Hastings	0.1	0.01	3	37	cloudy
Jersey	0.6	0.01	3	37	cloudy
Kinloss	1.5	-	9	48	bright
Leeds	5.2	-	2	36	fog
Littlehampton	3.5	-	4	39	bright
London	4.4	-	7	45	sunny
Lowestoft	-	-	5	41	dull
Manchester	-	-	1	34	fog
Newcastle	4.8	-	6	43	sunny
Newquay	3.2	-	5	41	sunny
Penzance	0.4	-	6	43	cloudy
Plymouth	2.3	-	5	41	bright
Prestwick	-	-	5	41	dull
Saunton Snd	7.0	-	8	46	sunny
Scarborough	5.8	-	5	41	sunny
Scilly Isles	1.2	-	7	45	bright
Shanklin	1.0	-	4	39	cloudy
St. Ives	0.5	-	6	43	cloudy
Stornoway	-	0.02	9	48	fog
Teignmouth	3.0	-	5	41	sunny
Tenby	5.7	-	5	41	sunny
Tiree	-	0.08	9	48	fog
Torquay	2.8	-	6	43	sunny
Wick	4.7	0.01	11	52	rain

Tuesday's figures are latest available





Temperatures at midday yesterday: c, cloud; f, fair; r, rain; s, sun.

	C	F			C	F	
Belfast	4	39	c	Guernsey	3	37	c
B'mgham	1	34	c	Inverness	3	37	d
Blackpool	2	36	s	Jersey	1	34	f
Bristol	4	39	f	London	7	45	s
Cardiff	5	41	s	M'chester	3	37	s
Edinburgh	1	34	c	Newcastle	0	32	fg
Glasgow	0	32	fg	R'nldsway	5	41	c

London 4.45 pm to 7.42 am
Bristol 4.55 pm to 7.51 am
Edinburgh 4.40 pm to 8.11 am
Manchester 4.46 pm to 7.57 am

Sun rises: 7.43 am — Sun sets: 4.45 pm
Moon rises: 5.06 am — Moon sets: 12.35 pm
New moon February 3

Yesterday: Temp: max 6am to 6pm, 4C (39F); min 6pm to 6am, −4C (25F). Rain: 24hr to 6pm, nil. Sun: 24hr to 6pm, 6.6 hr.

Yesterday: Temp: max 6am to 6pm, 2C (34F); min 6pm to 6am, −5C (23F). Rain: 24hr to 6pm, trace. Sun: 24hr to 6pm, 0.1 hr.

TODAY	AM	HT	PM	HT	TODAY	AM	HT	PM	HT
London Bridge	10.31	5.8	11.06	5.8	Liverpool	8.05	7.4	8.43	7.4
Aberdeen	10.25	3.4	11.6	3.4	Lowestoft	6.30	2.1	6.54	2.1
Avonmouth	3.27	9.8	4.07	10.0	Margate	6.47	3.8	7.16	4.0
Belfast	7.54	3.0	8.22	3.0	Milford Haven	2.56	5.3	3.31	5.3
Cardiff	3.12	9.2	3.52	9.4	Newquay	1.54	5.4	2.27	5.4
Devonport	1.46	4.4	2.23	4.3	Oban	3.13	3.1	4.05	3.0
Dover	7.52	5.3	8.33	5.3	Penzance	12.58	4.4	1.33	4.3
Falmouth	1.16	4.2	1.53	4.1	Portland	2.49	1.4	3.47	1.3
Glasgow	9.37	4.1	10.04	3.9	Portsmouth	7.47	4.0	8.36	3.9
Harwich	8.32	3.2	9.05	3.2	Shoreham	7.48	4.8	8.38	4.9
Holyhead	7.30	4.6	8.09	4.5	Southampton	7.52	3.7	8.43	3.8
Hull	2.50	5.8	3.24	6.0	Swansea	2.22	7.3	3.08	7.5
Ilfracombe	2.33	6.9	3.11	7.0	Tees	12.17	4.2	12.46	4.3
King's Lynn	3.07	4.8	3.37	6.0	Walton-on-Naze	8.27	3.4	9.04	3.4
Leith	11.25	4.4							

Tide in metres: 1m=3.2808ft.

Information supplied by Met Office

TOURIST RATES

	Bank Buys	Bank Sells
Australia $	2.495	2.335
Austria Sch	21.30	19.70
Belgium Fr	61.80	57.90
Canada $	2.235	2.075
Denmark Kr	11.64	10.99
Finland Mkk	8.38	7.73
France Fr	10.22	9.52
Germany Dm	3.00	2.80
Greece Dr	353.00	328.00
Hong Kong $	14.60	13.60
Ireland Pt	1.125	1.055
Italy Lira	2285.00	2115.00
Japan Yen	243.50	224.50
Netherlands Gld	3.375	3.155
Norway Kr	11.82	11.02
Portugal Esc	257.50	239.50
South Africa Rd	5.60	4.90
Spain Pta	187.50	174.50
Sweden Kr	11.01	10.21
Switzerland Fr	2.67	2.49
Turkey Lira	10000.0	9200.0
USA $	1.90	1.775
Yugoslavia Dnr	DNB	DNB

Rates for small denomination bank notes only as supplied by Barclays Bank PLC. Different rates apply to travellers' cheques

HIGHEST & LOWEST

Tuesday: Highest day temp: Wick, Highland, 11C (52F). Lowest day max: Linton-on-Ouse, near York, −3C (27F). Highest rain: Cape Wrath, Highland, 0.08in. Highest sunshine: Saunton Sands, Devon, and Skegness, Lincolnshire, 7.0hr

TIMES TELEFORECAST

For the latest region by region forecast, 24 hours a day, dial 0898 500 followed by the appropriate code.

Greater London	701
Kent, Surrey, Sussex	702
Dorset, Hants & IOW	703
Devon & Cornwall	704
Wilts, Gloucs, Avon, Soms	705
Berks, Bucks, Oxon	706
Beds, Herts & Essex	707
Norfolk, Suffolk, Cambs	708
West Mid & Sth Glam & Gwent	709
Shrops, Herefds & Worcs	710
Central Midlands	711
East Midlands	712
Lincs & Humberside	713
Dyfed & Powys	714
Gwynedd & Clwyd	715
N W England	716
W & S Yorks & Dales	717
N E England	718
Cumbria & Lake District	719
S W Scotland	720
W Central Scotland	721
Edin S Fife/Lothian & Borders	722
E Central Scotland	723
Grampian & E Highlands	724
N W Scotland	725
Caithness, Orkney & Shetland	726
N Ireland	727

Weathercall is charged at 36p per minute (cheap rate) and 48p per minute at all other times.

© TIMES NEWSPAPERS LIMITED, 1992. Published and printed by Times Newspapers Ltd at 1 Virginia Street, London E1 9XN, telephone 071-782 5000 and at Kinnaby Park Industrial Estate, Kinding Road, Prescot, Merseyside L34 9HY, telephone 051-546 2000. Thursday, January 30, 1992. Registered as a newspaper at the Post Office.

هكذا من الأصل

● BUSINESS NEWS 19-25
● LAW REPORT 30
● SPORT 30-34

THE TIMES
BUSINESS

THURSDAY JANUARY 30 1992 | BUSINESS EDITOR JOHN BELL

TODAY IN BUSINESS

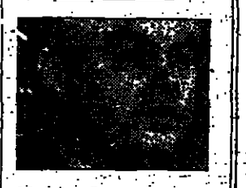
NEW TODAY

Business News today launches *Accountancy Times*. Andrew Likierman writes on the case for an international system of reporting
Page 27

MELTED AWAY

This year's National Garden Festival is to be held in Ebbw Vale on a site once covered by slag
Welsh Environment Special Report
pages 28-29

GIVEAWAY



Norman Lamont may or may not be tempted to cut taxes in the Budget. Independent economists look at the possibilities
Page 21

SOARAWAY

Sorting out Robert Maxwell's affairs is proving an expensive business. *The Times* adds up the costs
Page 23

STRAIGHTAWAY

Alan Bowkett was good for 20p on Berisford shares, the day his appointment was revealed
Page 21

THE POUND

US dollar
1.8070 (+0.0105)
German mark
2.8708 (+0.0027)
Exchange index
91.0 (+0.2)
Bank of England official close (4pm)

STOCK MARKET

FT 30 share
1965.8 (-8.0)
FT-SE 100
2546.5 (-5.5)
New York Dow Jones
3275.49 (+3.35)*
Tokyo Nikkei Avge
21362.26 (-28.26)

INTEREST RATES

London: Bank Base: 10½%
3-month interbank 10 13/32-10½%
3-month eligible bills: 9 27/32-9 15/16%
US: Prime Rate 6½%
Federal Funds 3⅝%*
3-month Treasury Bills 3.62-3.60%*
30-year bonds 104⅛-104 7/16*

CURRENCIES

London:	New York:
£: $1.8070	£: $1.8065*
£: DM2.5713	$: DM1.5900*
£: SwFr2.5596	$: SwFr1.4174*
£: FFr9.7849	$: FFr5.4175*
£: Yen226.50	$: Yen125.40*
£: Index91.0	$ Index62.4
ECU £0.712438	SDR £0.783258
£: ECU1.403630	£: SDR1.276718

London forex market close

GOLD

London Fixing:
AM $355.40 pm $354.85
close $355.70-356.20 (£196.60-197.10)
New York
Comex $355.65-356.15*

NORTH SEA OIL

Brent (Feb) ... $18.25 bbl ($18.45)

RETAIL PRICES

RPI: 135.7 December (1987=100)
* Denotes midday trading price

★★★★★★

Ten-year bill could be £5.75bn

Lloyd's loss for 1991 forecast to pass £750m

BY JONATHAN PRYNN

THE 26,500 names at Lloyd's of London last year should brace themselves for further huge losses for 1991, following the record deficits expected to be reported for the previous two years.

The grim prediction from Chatset, the independent firm of Lloyd's analysts, suggests hopes of a rapid recovery in the market last year have proved over optimistic. Chatset yesterday forecast that, based on the figures for the first three months of 1991, the final loss for the year would be "in the region of £750 million". However, this does not take into account four of the biggest catastrophes of the year, Typhoon Mireille, a severe hailstorm in Calgary, Canada, the fires in Oakland, California, and Hurricane Bob in America, which all occurred in the final three months.

How much of these catastrophe losses will be borne by Lloyd's is not certain, but Charles Sturge, the co-editor of Chatset's *Lloyd's League Tables*, said about $450 million of the losses from the typhoon were "floating around the London market".

The 1991 projections were immediately rejected by underwriters, who have reported strong rising premium rates over the past year. Paul Archard, the chairman of the Lloyd's underwriting agents association, said: "My analysis from my own syndicates and from market intelligence is that Chatset's figures for 1991 are completely wrong." He added that the market had turned a corner last year although the improvement was still not as much as he would have liked.

Chatset's latest forecast for the 1989 year of account is a £1.3 billion loss, followed by a deficit in excess of £1 billion, or 10 per cent of the market's capacity, for 1990.

Chatset estimates that by 1994, when the 1991 result is announced, Lloyd's will have lost a sum equivalent to the entire accumulated deposits of the membership. According to the latest edition of the *Lloyd's League Tables* review, the market is now "looking across an abyss of dramatic proportions". The only optimistic note provided by Chatset was the hope that "improvement maybe seen in the next two years".

GLOOMY OUTLOOK

Lloyd's global results compared to Chatset predictions

	Lloyd's result	Chatset forecast
1987	£509m profit	£300m profit
1988	£510m loss	£278m loss
1989	n/a	£1.3bn loss
1990	n/a	£1bn+ loss
1991	n/a	£750m+ loss

Mr Sturge said that the worst damage had been done by disastrous underwriting in the marine market in the Eighties. "With a few exceptions the marine market has attracted a bunch of underwriters who, whatever they write, be it marine, non-marine, XOL [excess of loss reinsurance], aviation, estate protection or stop-loss, seem only able to incur substantial losses for the names," he said. The marine market losses for 1989 to 1991 are forecast at a total of £2.2 billion.

Chatset also criticised the recent "Rowland task force" report into Lloyd's for failing to impose a levy on profits made by brokers and managing agencies at a time when names are facing "staggering bills". It suggested that levies of 2 per cent on brokerage and 2 per cent on agency profits should be imposed, producing £200 million a year for the central fund.

Mr Sturge estimated the total bill for names over the next ten years would be around £5.75 billion. This included the £1.5 billion deficiency on open-year syndicates, the current-year losses of £2.5 billion to £3.25 billion, the increase in the central fund to £1 billion and a £250 million levy to pay for the stop loss fund recommended by the Rowland report.

☐ About 400 Lloyd's names from four of the worst affected syndicates were yesterday advised that they could prevent their members' agents from drawing down on their deposits lodged at Lloyd's because of legal defects in the draw down procedure. Michael Freeman, the solicitor who organised the seminars, said that the agency agreements between names and Lloyd's were "the worst documents that I have ever seen."

US budget takes bold steps to lift economy

BY ANATOLE KALETSKY, ECONOMICS EDITOR

THE Bush administration has proposed aggressive measures to stimulate housing, promote industrial investment and restore consumer confidence as part of the 1993 budget presented to Congress yesterday.

The headline measures in the budget included a tax cut of about $100 a child for families, a change in withholding rules that would inject $25 billion into the economy for one year, and a cut in capital gains tax from 28 to 15.4 per cent. Behind the headlines, however, there were bolder, though less expensive, moves targeted at industrial investment, research and, above all, the depressed housing market.

President Bush's most unexpected move was a temporary tax credit — effectively a tax-free cash handout — of $5,000 for all first-time housebuyers. The White House also announced plans to stimulate housing turnover by offering a tax break for homeowners who suffered losses in selling their homes. Within certain limits and for a temporary period, Americans would be able to offset such capital losses against their taxable incomes. In addition, the president proposed the partial reinstatement of rules abolished in 1986, which allowed landlords to offset their losses from investment in rental housing against income from other sources.

To stimulate industrial investment, the White House proposed a temporary investment allowance, which would allow companies to claim an extra 15 per cent depreciation for any capital equipment bought between February and December of this year. To help with research, the president has made permanent a temporary tax credit for research and development, which was due to expire in June.

President Bush also directed government departments and agencies to speed up their planned spending and investments. This initiative would "put an extra $10 billion into the economy in the next six months", Mr Bush said.

The White House claimed the cost of its personal tax cuts, housing incentives and additional unemployment benefits would be offset by savings in defence spending and additional revenues generated by lower capital gains tax and higher economic growth. American economists generally believe that lowering CGT would increase revenues in the short term as investors realise accumulated gains. But there is intense controversy in Washington about what a CGT cut would do to revenues in the long term.

According to the official budget documents published yesterday, the Bush proposals would reduce the budget deficit in the present fiscal year, ending Septmeber 30, by $1.9 billion to $399.4 billion. In fiscal 1993, the new measures would reduce the deficit to $351.9 billion, $13.5 billion lower than on unchanged policies. The administration said its package would boost gross domestic product growth 0.6 percentage point in both 1992 and 1993 to 2.2 per cent and 3 per cent respectively.

☐ The commerce department reported yesterday that American GDP grew at an annual rate of only 0.3 per cent in the fourth quarter — equivalent to only 0.1 per cent in terms of the quarterly figures normally used in Britain. During 1991 as a whole, GDP contracted 0.7 per cent, the first annual decline since 1982.

Green budget, page 21
Comment, page 23

Brent sells up in Le Touquet

BY MARTIN WALLER

BRENT Walker, the troubled leisure group, has sold a holiday development outside Le Touquet, northern France, for £16.4 million and a casino in the town for a minimum of £2 million.

Le Touquet was one of the favourite schemes of George Walker, the ousted chairman and founder, and although many of his plans for the site had still to come to fruition when the company's survival was first placed in doubt, the price is somewhat less than some observers had thought Le Touquet was worth.

Brent Walker has applied to its 47 banks for a further one-month extension of temporary facilities, which expire tomorrow, and is hoping to conclude full financial reconstruction, including a debt-for-equity swap, by the end of February.

The buyer of the Le Touquet site is a French businessman, Nicolas Boissonnas, who has other leisure interests and is a scion of the Schlumberger engineering family. The casino is being bought by John Aspinall, the veteran casino operator who in 1990 re-emerged on to the gambling scene when he bought the London club that bears his name from the receivers of Leisure Investments.

Nicholas Ward, Brent Walker managing director, said the two sales meant the repayment of all the group's bank debt in France. They came after an "informal auction" that had produced a number of prospective buyers and a very wide spread of bids for the holiday site, which includes a hotel and golf courses.

Brent Walker hopes soon to complete the refinancing of its developments in Spain, mainly a holiday scheme at Porto Sherry, as a precursor to a sale of those assets. Mr Aspinall is buying the casino in partnership with James Osborne, his son-in-law, for a price of £2 million that includes the assumption of the outstanding debt. Brent Walker is left with three further assets in France, a hotel, a golf course and a commercial property.

The sale of the French and Spanish developments is a requirement of the complex £1.5 billion financial restructuring now being hammered out with the banks. The company is in default on its bank loans in both countries.

Mr Walker and his wife Jean finally severed their links with Brent Walker last month.

Sir Alistair Grant, chairman and chief executive of Argyll Group, the Safeway supermarket company, was named 1991 retailer of the year in the County NatWest annual award, based on the votes of retailers, institutional analysts and fund managers responsible for monitoring the retail sector.

It is the third successive year that a food retailer has won, reflecting the sector's stability in the recession.

Tony MacNeary, CNW's senior food retailing analyst, said: "Argyll has escaped relatively unscathed from the series of analysts' profit downgradings that characterised the third and fourth quarters of 1991.

Runners-up were Philip Green, chairman and chief executive of Amber Day Holdings, and Ken Morrison, chairman and managing director of Wm Morrison Supermarkets.

Smith's chief bleak on recovery

BY GILLIAN BOWDITCH

SIR Simon Hornby, chairman of W H Smith, said there had been a slight improvement in the group's retail markets, but he was not expecting any significant upturn in the British economy before the summer, as consumer confidence remained low.

The group performed reasonably at Christmas, compared with other retail groups, Sir Simon said, but did not match expectations. Recorded music picked up at Christmas after a poor autumn, whereas books had a flat Christmas after trading strongly in the autumn. The W H Smiths stores that opened on the two Sundays before Christmas traded profitably.

In the first week of December, sales rose 7 per cent on the same period last year. There were then two poor weeks, when the group worried that Christmas would be a wash-out. Sales in those two weeks rose less than 2 per cent over the same period of 1990 but rose 8 per cent in the final week before Christmas, and that trend has continued into this year.

Pre-tax profits for the six months to end-November rose 43.6 per cent to £50.1 million, because of the drop in the interest charge from £15.6 million to £2.6 million. Sales rose 7.1 per cent to £1 billion. Earnings per share rose 23.4 per cent to 13.7p and the interim dividend was increased 7.5 per cent to 4.3p on the A shares and 0.06p to 0.86p on the B shares.

Waterstone's, W H Smith, and the distribution business were the star performers, while Our Price Music and Do It All saw profits fall.

☐ Waverley Cameron, the Edinburgh stationery and office equipment group, has been forced into selling its discount stationery retailing subsidiary, A&J Partners, after the group's bankers reduced Waverley's working capital facilities.

Waverley, where James Gulliver stood down as chairman last year, is selling the business to a management-led team for £3.02 million, of which £2.2 million is payable in cash. The business had net assets of £400,000 and net profits of £200,000 for the year to end-March 1991.

Tempus, page 22

True blue CBI ponders shade of red

BY ROSS TIEMAN
INDUSTRIAL CORRESPONDENT

THE true blue Confederation of British Industry has balked at showing a red face to the world after being left in an embarrassing bind by John Major's withdrawal from the European Social Charter at Maastricht.

Because of its membership of Unice, the European employers' organisation, the CBI finds itself entitled to participate in talks with the European Trades Union Congress over proposals on working conditions that the other 11 European states wish to enact.

This goes against the grain for Britain's bosses. The CBI is committed to the principle of subsidiarity, arguing that pay and working conditions are best determined by negotiations between employer and employees at plant level. Hardliners within the CBI are keen to boycott the talks to demonstrate their conviction that no good will come of them. However, the Labour party's commitment to adopt whatever social deal is agreed has left the CBI in a difficult position. If Britain's employers fail to make their case, they will forgo the opportunity to draw the teeth of proposals which may, ultimately, be imposed upon them. In addition, the spread of Britain's business interests across continental Europe has left many British companies with a keen financial interest in the outcome of the talks.

The CBI's 400-strong council failed to reach agreement on a strategy yesterday after a split emerged between pragmatists pushing for involvement in the talks and those determined to hold fast to their principles on the sidelines.

The council's indecision will only render more difficult the job of Sir Brian Corby, the CBI's president. He flew to Madrid after yesterday's council meeting to address the CBI's Spanish equivalent, the CEOC. Sir Brian was last night endeavouring to persuade Carlos Ferrer, president of both the CEOC and Unice, of the dangers of pan-European bargaining on such issues.

The CBI is convinced that many European employer groups share its doubts over the social chapter, but left it to Sir Brian and his colleagues to argue the case rather than cause political controversy at home. Sir Brian now wants the CEOC, and other groups, to stand up and be counted.

Given the divisions among the CBI's own membership on the issue, albeit largely over tactics, rather than policy, that may prove difficult. A continued improvement of the Conservative party's standing in the polls may well strengthen the hand of isolationists on the CBI's council. But business people are pragmatists at heart. A rally in Labour support might do just as much to break the impasse — the other way.

هكذا من الأصل

Germany's inflation falls to 4%

FROM IAN MURRAY IN BONN

GERMAN year-on-year inflation eased marginally in January to 4 per cent, against 4.2 in December, according to provisional data released by the federal statistics office yesterday. This was marginally lower than expected, a result of lower heating fuel and petrol prices.

The fall coincides with the German cabinet's approval of a cautious economic report for 1992, predicting that the growth rate for the united country will drop from 3.5 per cent last year to at most 2 per cent.

The report claims that even this modest level can only be attained if unions show wage restraint, if the Gatt trade negotiations succeed and if the world economy pulls out of recession in the latter half of the year, allowing German exports to improve.

Jürgen Möllemann, the economics minister, was especially concerned about the current level of wage claims and the consequences of any strikes to back them. He said there was a danger the Bundesbank might raise interest rates yet again if pay settlements and disputes eroded the strength of the mark.

The report calls for pay settlements below last year's average of 6.7 per cent. Ideally the government would like increases in the west to average no more than 5 per cent, although it expects workers in the east will be winning rises of up to 35 per cent as wage levels in both parts of the country begin to even out.

To the government's dismay, key workers in the steel industry vote this week on whether to strike in support of a 10.5 per cent claim. If the steel workers win, others are sure to try to follow. The government is pinning its hopes on the determination of management to limit settlements to under 6 per cent.

The rosiest prospect, according to Herr Möllemann, is provided by the steady improvement in the east's economy since unification. He said the central message of the report was that after ten years of steady growth in the west, the development of the east was poised to start. Although he expected a growth rate of no more than 1.5 per cent in the west this year, restructuring in the east meant 10 per cent growth was likely there.

Even so, the report expects unemployment to rise throughout Germany, by 100,000 to 1.8 million in the west and by 500,000 to 1.4 million in the east. But by the end of the year the government hopes that as many jobs will be being created as lost in the east.

Killy on the money mountain

Barring uninsured disasters, next month's Winter Olympics are expected to prove a financial winner for the French Savoy region. **Catherine Dodds** reports

Leading light: Jean-Claude Killy, Olympic organiser

AT Albertville in the Tarentaise area of the French Savoy everything appears to be on schedule for the Winter Olympics from February 8-23 — or at least, that is the impression given on the spot by COJO, the French organising committee dominated by Jean-Claude Killy, its executive chairman and the former skiing champion turned businessman.

In reality, the purely financial, as opposed to sporting, success of the games still depends on two factors: the absence of any disaster for which COJO has failed to take out insurance through its group of European insurers, which, incidentally, does not include Lloyd's; and the sale of the remaining 100,000 of the 800,000 seats, offered at between Fr60 and Fr1,500, for the opening and closing ceremonies and 110 events.

COJO expects the games to be seen by more than two billion television viewers worldwide. Along with Albertville, the 12 other competition sites count on these games to provide substantial touristic, and therefore employment, spin-offs.

Since the Albertville candidature for the 1992 Winter Olympics succeeded in October 1986, French state largesse has, directly or indirectly, taken care of a substantial part of the games' overall cost of Fr11.8 billion. Within the Savoy, this subsidy has taken concrete form in the regional infrastructure of new rail (TGV), secondary road, and motorway links; enlarged hospital facilities; improved water supply; and better postal and telecommunication services.

COJO was left to find Fr3.9 billion. It has put at least Fr950 million into Olympic sporting installations; and notably Fr213 million into the spectacular bobsleigh and toboggan run at La Plagne. A total of Fr310 million has been spent on an ice hockey rink, ski jumps, and Nordic ski sites at Courchevel, and facilities for slalom, super giant slalom and downhill skiing events at neighbouring Meribel. At Albertville itself, Fr169 million has gone on an "Ice Hall", a speed skating oval, and ceremonies stadium.

COJO's big receipts will come from the sale of TV transmission rights, to the tune of Fr1.23 billion — CBS alone is paying $243 million for exclusive American rights — and from French and foreign sponsors, contracts with official suppliers, and sale of licences, worth all together F1.14 billion.

In this seemingly successful commercialisation of the Albertville Olympics, the main brain is M Killy, already tipped to eventually succeed the Spanish Juan-Antonio Samaranch as president of the International Olympic Committee.

BUSINESS ROUNDUP

Seeboard sets up gas retailing business

SEEBOARD has become the fourth electricity company in Britain to set up a gas retailing business for its industrial customers in conjunction with Utilicorp, of Kansas City. Southern Gas, 25 per cent owned by the American group and 75 per cent by Seeboard, will supply businesses in the south of England using more than 25,000 therms a year through existing British Gas pipelines from March.

Utilicorp has contracts to take gas from North Sea suppliers. George Squair, Seeboard's chairman, said preliminary talks with customers were encouraging, and the business would be expanded as further gas supplies became available and the British gas market was further deregulated to allow more businesses to buy from suppliers other than British Gas.

Farepak lifts interim

BOB Johnson, the chairman of Farepak, said the mail order and food processing group had had "another successful Christmas season". Despite unveiling marginally higher first-half losses — its second half is more important with most deliveries taking place in November and December — the company is raising the interim dividend from 1.15p to 1.45p. Pre-tax losses edged up from £599,000 to £613,000 in the six months to end-October, on turnover boosted by acquisition to £10.5 million from £3.99 million.

Kembrey profits fall

BOARDROOM changes hindered operations at Kembrey, the manufacturer of electronic components, and pre-tax profits fell from £530,000 to £170,000 in the six months to end-September. David Burnet has been confirmed as the company's fourth chairman in less than six months. He succeeds David Frith, who was ousted last week by the principal shareholders, Bob Burns and Michael Cleary, after just one month in the job. Mr Cleary becomes chief executive. Redundancies produced an exceptional cost of £172,000. There is again no interim dividend.

Boilermaker stake

SHARES in Clyde Blowers rose from 222p to 285p after Jim McColl, a Scottish businessman, emerged with a near-30 per cent stake and outlined ambitious plans to expand the boilermaking group. Mr McColl has acquired 299,999 shares at £3 a share and has become chairman and chief executive. The shares were acquired from members of Clyde's founding family with financial support from 3i, the venture capital group.

THE TIMES UNIT TRUST INFORMATION SERVICE

	Bid	Offer	+/-	Yld %
ABBEY UNIT TRUST MANAGERS				
80 Holdenhurst Rd, Bournemouth BH8 8AL. 0345 717373				
Mastertrust	88.94	95.12	-0.31	2.88
International	62.42	66.40	-0.28	1.25
Dividend Gth	46.86	49.85	-0.17	6.02
Global Gth Sec	53.07	56.45	-0.04	3.06
Ethical Growth	53.80	57.23	-0.23	2.80
High Inc Equity	126.10	134.10†	-0.40	6.34
Worldwide Bond	221.70	235.10†	+0.20	6.05
Gilts Fixed Int	118.60	125.80	+0.50	8.23
ABTRUST MANAGEMENT LTD				
10 Queens Terrace, Aberdeen AB9 1QJ. 0224 633070. Dealing 0800 833580				
30 Finsbury Circus, London EC2M 7QQ. 071 374 6801				
Amer Inc Gth	31.01	32.83	-0.36	2.42
European	69.23	73.45	+0.24	0.31
European Inc	72.52	76.51	+0.02	1.60
Exempt	792.30	818.70†	-0.30	4.98
Extra Inc	36.15	39.31†	-0.01	6.30
F East Emerg Ec	52.04	55.70	-0.45	1.15
ALLIED DUNBAR UNIT TRUSTS				
Allied Dunbar Centre, Swindon, SN1 1EL. 0793 514514. Dealing 0793 610366				
High Inc	317.80	338.40	-2.70	6.08
Equity Inc	178.70	190.30†	-0.80	5.40
High Yield	194.90	207.50	-1.00	5.59
Balanced	546.50	582.00†	-2.50	3.60
American Inc	34.41	36.64†	-0.26	3.98
Wld Asset Val	30.95	32.96	-0.20	1.52
Japan	128.50	135.80†	+0.20	0.01
Secs of Am	344.30	365.10	-1.00	0.26
BL UNIT TRUST MANAGERS LTD				
PO Box 128, Beckenham, Kent BR3 4PN. 081 663 3030				
European Gth	85.17	91.09	+0.86	1.76
1992 Euro Sp Op	62.73	67.08	+0.27	0.60
International Inc	68.69	73.06†	-0.05	7.37
N American Gth	51.83	55.42	-0.60	0.20
Pacific Growth	68.02	72.74	-0.51	0.83
UK Growth Acc	79.53	85.05	-0.01	2.37
UK Growth Dist	69.79	74.63	-0.01	2.72
UK Income	57.06	61.02	-0.18	6.04
BARCLAYS UNICORN				
Unicorn Hse, 252 Romford Rd, London E7. 081 534 5544				
Capital	91.59	98.18	-0.16	3.65
Euro Gth Inc	97.32	103.00	+0.20	1.78
Extra Inc	89.66	95.89	-0.54	7.10
General	200.00	213.90	-0.70	4.23
Gilt Fxd Inc	53.69	55.61	+0.10	10.03
Income	395.90	423.40†	-3.20	6.86
BARING FUND MANAGERS				
PO Box 156, Beckenham, Kent BR3 4XQ. 081 658 9002				
American Gth	71.94	76.10†	-1.03	0.30
Amer Smllr Cos	83.18	88.49	-1.55	...
Australia	57.44	61.89	-1.47	2.10
Convertibles	45.20	48.34†	-0.27	8.40
Eastern	136.40	146.60	-1.80	1.80
Equity Income	66.02	70.23	-0.22	7.40
European Gth	185.40	197.00	-0.60	2.20
Euro Smllr Cos	145.30	155.10	+0.90	1.40
Exempt	68.41	70.59†	-0.02	4.00
German Growth	47.32	50.57	-0.15	1.10
Global Growth	84.53	90.37	-1.00	1.50
Japan Growth	142.10	152.10	-1.40	..
Japan Sunrise	116.00	123.50	-1.10	...
Portfolio	99.55	103.70	-0.20	3.60
-do- Acc	170.10	177.30	-0.20	3.60
UK Growth	57.08	60.72	+0.14	4.20
UK Smaller Cos	69.63	74.47	+0.05	2.20
Select Managers	53.59	57.01	-0.14	2.30
BRITANNIA LIFE UNIT MANAGERS LTD				
190 West George St, Glasgow G2 2PA. 041 332 3132				
Balan Gth Acc	83.87	89.71	-0.05	3.00
-do- Inc	78.31	83.76	-0.05	3.00
Global Bond	23.20	24.81	-0.10	6.48
High Yield Acc	40.65	43.48	-0.10	4.90
-do- Inc	31.17	33.34†	-0.08	4.90
Income Gth Acc	56.93	60.89	-0.14	5.70
-do- Inc	39.53	42.28	-0.09	5.70
Service Co Acc	67.61	72.31	..	2.26
-do- Inc	63.66	68.09	..	2.26
Amer Gth Acc	38.93	41.64	-0.22	0.63
-do- Inc	38.20	40.86	-0.22	0.63
Euro Gth Acc	25.75	27.54	+0.06	1.74
-do- Inc	25.05	26.79	+0.06	1.74
Mngd P folio	26.10	27.92	-0.05	0.22
BROWN SHIPLEY				
9/17 Perrymount Rd, Haywards Heath. 0444 458144				
Financial	92.95	98.90	-0.25	4.77
Smaller Cos Acc	190.20	202.60	+0.40	...
Smaller Cos Inc	113.00	120.30	+0.20	1.91
High Inc	56.78	60.75	-0.22	7.20
Income	92.02	98.28	+0.01	5.52
Mngd P folio Inc	79.27	84.42	+0.04	2.46
-do- Acc	146.30	155.80	+0.20	...
North American	85.28	91.17†	-0.80	0.24
Orient	86.90	93.50	-0.58	
Recovery	29.22	31.12		3.79
German	35.78	38.33	+0.04	0.10
Intl Recov	29.58	31.50	-0.14	0.25
European Inc	20.39	21.95	+0.05	0.51
Conv General	16.61	17.69†	-0.03	10.76
BUCKMASTER MANAGEMENT				
Beaufort House, 15 St Botolph Street, London EC3A 7JJ. 071 247 4542. Dealing 071 247 7474				
Fellowship Tst	50.22	53.23	-0.17	2.93
-do- Acc	54.80	58.09	-0.19	2.93
Income Fund 5	165.10	175.70		6.05
-do- Acc	357.20	380.10	-0.20	6.05
Inv Portfolio	54.55	56.46	-0.06	2.99
-do- Acc	59.67	61.76	-0.07	2.99
Smaller Cos	105.20	112.00†	+0.10	3.50
-do- Acc	122.60	130.50†	+0.10	3.50
High Inc P folio	46.60	48.29	-0.10	6.43
BURRAGE UT MANAGEMENT LTD				
117 Fenchurch St, London EC3M 5AL. 071 480 7216				
Sht Gilt Fxd Int	64.53	65.38	+0.07	6.35
CIS UNIT MANAGERS LTD				
PO Box 105, Manchester M60 0AH. 061 837 5060				
Environ	107.10	114.00†	-0.30	2.26
UK Growth	118.80	126.40	-0.20	2.60
UK Income	101.80	108.30	-0.30	5.90
CANNON FUND MANAGERS				
1 Olympic Way, Wembley, Middx HA9 0NB. 081 902 8876				
SE Asia	55.10	58.93	-0.25	1.92
Growth	39.57	42.32†	+0.18	3.77
Income	44.80	47.91†	+0.30	6.37
Far East	37.02	39.59	-0.42	0.78
North American	65.71	70.28	-1.06	0.01
Global	65.76	70.33	-0.84	0.91
European	57.43	61.42	+0.53	2.45
Japan	85.29	91.45	-0.03	0.01
Intl Currency Bd	48.32	51.19	-0.02	7.38
UK Cap Gwth	62.51	66.85	+0.02	2.49
CAPEL-CURE MYERS UNIT TRUST MANAGERS LTD				
35 Fountain Street, Manchester M2 2AF. Enquiries 061 236 5685. Dealing 061 236 5362				
Capability Trusts				
American Gen	96.82	103.00	-0.90	0.37
-do- Acc	102.90	109.50	-1.00	0.37
European	58.40	61.97	-0.07	1.55
-do- Acc	60.13	63.80	-0.08	1.55
Far East Gen	45.28	48.18	-0.34	...
-do- Acc	45.28	48.18	-0.34	...
Glenfriars	214.30	228.00	-1.40	2.30
-do- Acc	234.00	249.00	-1.60	2.30
Growth	312.70	334.50	+1.20	2.76
-do- Acc	518.90	555.00	+2.10	2.76
Income Growth	303.20	322.60†	-2.90	5.73
-do- Acc	385.60	410.30	-3.60	5.73
Master Portfolio	8386.0	8805.0†	-9.00	2.89
-do- Acc	9410.0	9880.0	-10.00	2.89
Special Sits	70.25	74.74†	+0.23	2.79
-do- Acc	80.31	85.44	+0.26	2.79
Exempt Fund				
High Yield	979.90	1010.3	-2.30	6.16
-do- Acc	1084.0	1118.0	-3.00	6.16
CAPEL (JAMES) UNIT TRUST MANAGEMENT LTD				
3 Harbour Exchange Square, London E14 9GJ. 071 955 5050. Dealing 071 955 5055				
American Index	153.10	163.30	-1.10	1.94
Capital	449.10	479.20	-1.60	3.02
European Index	115.00	122.70	-0.30	2.02
Euro Gth	74.20	79.18†	+0.05	1.88
Far East Growth	65.23	69.61†	-0.43	0.95
Global Bond	19.87	21.19†	-0.08	6.49
Hong Kong	43.18	46.08	-0.57	2.47
Income	416.90	444.90	-0.30	5.89
Intl Growth	61.53	65.66	-0.35	1.35
Japan Growth	193.30	206.20	+1.00	...
Japan Smllr Cos	26.93	28.74	+0.13	...
Japan Index	57.41	61.26	-0.23	0.36
Nth American	326.90	348.80	...	1.56
S'pore Mly Gth	34.90	37.24	-0.17	...
Tiger Index	99.05	105.70	-0.40	1.14
Trade Index	89.17	95.16	...	4.57
UK Index	105.90	113.00†	-0.30	4.19
CAZENOVE UNIT TRUST MANAGEMENT LTD				
16 Tokenhouse Yard, London EC2R 7AN. 071 606 0708				
American P folio	60.13	64.32	-0.44	1.70
European P folio	61.76	65.83	+0.40	1.21
Japanese P folio	42.58	45.28	-0.37	...
Pacific P folio	66.98	72.03	-0.51	2.79
Cazenove P folio	57.80	61.82	+0.12	3.29
UK Income Gth	55.22	59.38	+0.19	7.13
CENTRAL BOARD OF FINANCE OF CHURCH OF ENGLAND				
2 Fore Street, London EC2Y 5AQ. 071 588 1815				
Investment Fd	516.50	520.50	...	5.55
Fixed Int	140.20	140.85	...	10.29
Deposit	10.45	...	10.87	..
CHARITIES OFFICIAL INVESTMENT FUND				
2 Fore Street, London EC2Y 5AQ. 071 588 1815				
Income	501.17	507.34	...	5.83
-do- Acc	1851.4	1872.1	...	...
Deposit	10.45	..	10.87	...
Fxd Int Inc	113.90	114.13	...	10.16
-do- Acc	133.20	133.47	..	.
CITY FINANCIAL UNIT TRUST MANAGERS LTD				
1 White Hart Yard, London Bridge, SE1. 071 407 5966				
City Fin Assets	52.50	55.27	+0.14	2.84
Beckman Ind	63.71	65.54	+0.13	5.24
Friars Hse Inc	160.60	170.20	+1.30	5.62
Friars Hse Cap	202.00	214.10†	+1.10	2.85
COMMERCIAL UT MANAGERS				
St Helens, 1 Undershaft, London EC3P 3DQ. Enquiries 081 681 2222. Dealing: 081 686 9818				
American Gth	82.58	87.85	-0.44	0.93
European Gth	76.58	81.47	-1.43	0.92
Far East Gth	69.73	74.18	-0.67	0.53
Japan Gth Acc	31.78	33.81	-0.12	..
Managed	52.65	56.01	-0.65	3.80
-do- Acc	61.58	65.51	-0.77	0.53
Mthly Inc Plus	40.84	43.45	-0.27	9.91
Smaller Cos	28.08	29.87	+0.06	2.42
-do- Acc	30.12	32.04	+0.07	2.42
UK General	59.05	62.82†	-0.15	3.17
-do- Acc	68.83	73.22	-0.19	3.17
Wwide Bd	50.89	54.14	-0.08	5.01
-do- Acc	60.93	64.82	-0.10	5.01
Wwide Sp Sits	42.84	45.82†	-0.31	0.57
-do- Acc	44.47	47.56	-0.31	4.97
Quilter General	104.45	111.12	-0.60	1.74
-do- Acc	112.24	119.40	-0.65	1.74
Quilter Income	77.65	82.61†	-0.35	4.64
-do- Acc	90.51	96.29	-0.41	4.64
Quilter Intl	101.59	108.07	-0.69	...
-do- Acc	102.53	109.07	-0.69	...
Quilter UK Spec	67.99	72.33	+0.16	3.94
-do- Acc	87.76	93.36	+0.20	3.94
CU Prestige Fund Management				
Fin Property	83.82	87.80	-0.25	2.99
Fixed Conv	34.12	36.30	-0.07	9.28
-do- Acc	81.80	87.02	-0.16	9.28
Equity Inc	123.90	131.81	-0.40	4.88
-do- Acc	368.37	391.88	-1.21	4.88
High Yield	97.49	103.71†	-0.37	7.02
-do- Acc	344.26	366.23	-1.32	7.02
Preference	39.64	42.17†	+0.87	9.52
-do- Acc	186.75	198.67	+3.91	9.52
PPT Europe	127.39	135.52	-1.38	1.31
PPT Global Bnd	63.50	67.55	-0.05	4.21
PPT Gold Com	42.95	45.69	-0.31	..
PPT Thai	37.87	40.29	-0.14	0.58
PPT Hong Kong	55.61	59.16	-0.48	2.62
PPT Japan	90.34	96.11	..	..
PPT N Amer	114.56	121.87	-0.56	0.33
PPT S'pore Mly	72.60	77.23	..	..
PPT UK	98.89	105.20	-0.32	1.37
PPT Cash	85.15	85.15	+0.02	9.93
EFM UNIT TRUST MANAGERS				
4 Melville Crescent, Edinburgh. 0345 090 526				
American	86.32	91.72	-1.15	..
Capital	134.30	142.70	+0.50	1.75
Convertibles	21.48	22.82†	+0.12	8.76
Eurofund	33.66	35.62†	-0.04	1.12
Mngd Exempt	143.30	149.40	+0.80	3.51
Growth Inc	191.30	203.30	-0.40	5.78
High Dist	130.60	138.80	-0.40	8.29
International	266.40	283.10†	-1.00	1.77
Intl Income	61.24	65.37	-0.35	5.53
Pacific	36.72	39.07	-0.26	1.02
Smllr Jap Cos	55.02	58.46†		..
Tokyo	155.20	164.40	-0.90	..
Japan Exempt	101.20	104.10	-2.60	0.48
Sm Jap Exempt	474.90	488.00	..	0.10
EAGLE STAR UNIT MANAGERS				
Bath Road, Cheltenham GL53 7LQ. 0242 577 555				
Oriental Op Acc	58.83	62.58	-0.70	1.36
Japanese Acc	48.22	51.30	-0.22	.
UK Balned Inc	104.50	111.20†	+0.10	3.33
-do- Acc	119.40	127.00†	+0.10	3.33
UK Growth Acc	175.20	186.40	+0.20	2.81
UK High Inc	108.90	115.90	-0.60	8.38
-do- Acc	120.90	128.60	-0.70	8.39
N America Acc	81.08	86.26	-0.51	0.11
European Acc	113.00	120.20	+0.40	1.33
UK Prf F/I Inc	55.76	59.14†	-0.13	9.06
-do- Acc	83.33	88.40†	+0.21	9.06
Intl Sp Sits Acc	41.66	44.32	-0.19	0.85
Environmntl Opp	59.81	63.63	.	2.28
ENDURANCE FUND MANAGEMENT				
41 Harrington Gardens, London SW7 4JU. 071 373 7261				
Endurance	144.20	153.40		1.97
EQUITABLE UNIT TRUST MANAGERS LTD				
Walton St, Aylesbury, Bucks, HP21 7QW. 0296 431480				
Pelican	96.25	101.32	-0.40	5.32
High Income	97.32	102.44	-0.45	6.92
Tst of Inv Tsts	109.95	115.74	-0.48	3.19
Special Sits	87.43	92.03	-0.08	4.44
North American	83.08	87.45	-0.59	0.75
Far Eastern	165.90	174.63	-0.55	1.16
Intl Growth	72.16	75.96	-0.36	2.30
European	57.11	60.12	-0.21	1.88
Smaller Cos	55.90	58.84	+0.04	3.38
EQUITY & LAW				
St George's Hse, Corporation St, Coventry CV1 1QD. 0203 553231				
UK Growth Acc	260.00	276.70	-0.70	4.05
-do- Inc	192.70	205.10	-0.50	4.05
Higher Inc Acc	430.40	457.90	-1.70	6.03
-do- Inc	278.50	296.30	-1.20	6.03
Gilt/Fxd Int Acc	146.10	153.80	+0.20	8.46
-do- Inc	84.12	88.55	+0.15	8.46
Nth America	206.80	220.00	-2.40	...
Far East	217.70	231.70	-1.80	0.43
Europe	198.30	211.00	+0.50	0.77
General Inc	357.10	379.90	-1.50	3.93
-do- Acc	376.70	400.80	-1.60	3.93
Brit Excell	53.21	56.61	-0.17	3.98
Brit Fndmtls Inc	53.69	57.12	-0.14	6.48
Brit Fndmtls Acc	64.91	69.06	-0.17	6.48
Global Opps	57.98	61.69	-0.44	0.34
FIDELITY INVESTMENT SERVICES LTD				
Oakhill House, 130 Tonbridge Rd, Tonbridge TN11 9DZ. 0800 414181				
America	171.20	180.80	-1.30	...
Cash Unit Tst	136.10	136.10†	+0.03	10.33
European Inc	96.24	102.70	+0.30	..
FOREIGN & COLONIAL				
8th Floor, Exchange Hse, Primrose St, London EC2A 2NY. 071 628 8000				
European Inc	81.07	85.82	-0.16	1.93
Far Eastern	107.80	115.00	-0.90	...
Overs Income	72.44	77.40†	-0.44	3.10
UK Growth	68.43	73.19†	-0.02	1.87
UK Income	86.17	92.16	-0.55	6.38
US Smaller Cos	147.70	158.00	-1.90	...
FRAMLINGTON UNIT MANAGEMENT				
155 Bishopsgate, London EC2M 3FT. 071 374 4100				
Am Smllr Co	338.80	360.70	-5.70	..
-do- Acc	346.10	374.70	-5.70	
Capital	254.20	270.30	+0.50	2.93
-do- Acc	341.80	363.50	+0.60	2.93
Contl Smllr Cos	40.66	43.37	+0.13	0.03
-do- Acc	41.34	44.10	+0.13	0.03
Convertible	99.54	105.50	-0.20	7.14
-do- Acc	174.30	184.70†	-0.30	7.14
European	87.79	93.62	-0.12	0.70
-do- Acc	90.19	96.17	-0.13	0.70
Extra Income	235.50	250.50†	+0.20	5.86
-do- Acc	316.10	336.20†	+0.10	5.86
Financial	67.06	71.33	-0.36	0.80
-do- Acc	69.38	73.80	-0.38	0.80
Health Fund Inc	116.30	125.30	-1.60	
-do- Acc	116.30	125.30	-1.60	..
Income Tst	152.20	161.80	-0.40	5.25
-do- Acc	201.50	214.30	-0.30	5.25
Intl Growth	266.00	284.40	-2.70	
-do- Acc	295.40	315.80	-3.00	.
Japan Gen	126.70	135.80	-0.90	
-do- Acc	127.90	137.10	-0.90	
Mngd P folio Inc	76.94	80.98	-0.14	2.14
-do- Acc	77.61	81.69	-0.13	2.14
Monthly Income	122.30	130.00†	+0.30	5.63
Recovery	213.50	231.50†	-1.40	0.86
-do- Acc	247.40	268.20†	-1.60	0.86
Smaller Cos	35.79	38.07	+0.11	3.55
-do- Acc	39.61	42.13	+0.12	3.55
Gilt Gth Inc	64.09	66.10	+0.02	4.89
-do- Acc	69.61	71.79	+0.02	4.89
Gilt Inc Inc	59.44	61.29	+0.03	8.27
-do- Acc	69.94	72.12	+0.04	8.27
FRIENDS PROVIDENT MANAGERS				
Castle Street, Salisbury, Wilts, SP1 3SH. Dealing 0722 411411. Admin 0722 411622				
Equity Dist	283.40	301.49	+0.50	3.58
-do- Acc	556.23	591.73	+0.98	3.58
Euro Gth Dist	90.94	96.75	+0.43	0.75
-do- Acc	92.69	98.61	+0.43	0.75
Fixed Int Dist	119.10	125.94†	-0.31	7.99
-do- Acc	188.83	199.73†	+0.51	7.99
Intl Gth Dist	61.23	65.14†	+0.20	0.61
-do- Acc	62.94	66.96†	+0.20	0.61
Nth Amer Dist	139.51	148.42†	-1.37	0.75
-do- Acc	149.95	159.52†	-1.47	0.75
Pac Basin Dist	175.79	187.01†	-0.37	0.24
-do- Acc	178.16	189.53†	-0.37	0.24
Stewardship Dist	246.10	261.81	+0.19	2.73
-do- Acc	284.49	302.65	+0.21	2.73
Stwd Inc Dist	51.83	55.14	+0.01	5.20
-do- Acc	60.56	64.75	+0.01	5.20
N Am Stwd Dist	69.96	74.45†	-1.43	0.25
-do- Acc	74.08	79.81†	-1.51	0.25
GT UNIT MANAGERS				
8th Floor, 8 Devonshire Sq, London EC2M 4YJ. 071 283 2575. Dealing 071 626 9431				
Am Sp Sits	101.60	109.70	-1.10	
UK Capital Inc	135.90	145.30	-0.20	4.38
-do- Acc	223.30	238.00	-0.40	4.30
UK Spec Sits	53.81	57.50	+0.05	1.98
Income	96.07	102.70		7.97
International	180.00	193.00	-1.40	1.31
US General	71.26	75.94	-0.66	0.10
Japan General	311.40	330.60	-3.30	..
Far East General	170.80	182.70	-1.00	0.34
European	122.90	131.70	-0.10	1.13
German	86.08	91.56	-0.27	0.43
Intl Income	57.14	60.62	-0.45	5.91
W wide Spec Sits	93.66	98.02	-1.14	0.12
Global Assets In	49.69	53.15	-0.27	2.93
Global Assets Ac	51.33	54.91	-0.28	2.93
Smllr Cos Dis	41.66	44.56†	-0.05	6.33
GARTMORE FUND MANAGERS				
Gartmore House, 16/18 Monument Street, London EC3R 8AJ. 071 623 1212. Dealing 0277 264421. Services 0800 289 336				
UK Growth Trusts				
British Growth	34.93	37.36	-0.19	2.00
Cash Trust	119.02	119.02	+0.02	10.75
Prime Inv Inc	87.87	94.23	-0.60	3.93
-do- Acc	136.80	143.69	-1.24	3.93
UK Smaller Cos	96.62	103.61	-0.15	2.12
Income Trusts				
Preference Share	21.35	22.83	+0.01	11.52
High Inc	28.15	30.11	-0.13	6.71
Income	99.30	106.20	-0.21	5.21
Intl Fxd Int	24.17	25.44†	-0.05	7.04
International Trusts				
Gold Intl	62.51	67.03	-0.53	0.31
Euroventures	16.75	17.90†	+0.01	0.30
Emerging Markets	33.95	36.41	+0.21	0.77
Global Inc Gth	93.65	100.27	-0.40	3.12
UK Intl	90.03	96.29†	-0.08	2.66
Overseas Trusts				
American	92.66	98.68	-1.05	1.01
European	65.11	69.07	-0.15	1.30
Euro Sel Opps	70.54	74.68†	-0.24	1.55
American Emerg	47.53	50.92†	-0.72	0.02
Hong Kong	60.66	65.08	-0.78	1.75
Japan	134.83	144.49	-0.96	..
Pacific Growth	91.55	98.18	-1.31	1.03
GOVETT (JOHN) UNIT MANAGEMENT				
Shackleton House, 4 Battle Bridge Lane, London SE1 2HR. 071 378 7979. Dealing 071 588 0526				
Intl Growth	102.27	109.37	-0.44	0.66
American Gth	91.88	98.26	+0.07	0.25
European Gth	58.83	62.82	+0.09	0.67
German Emerg	42.16	45.03	+0.05	0.45
Japan Gth	59.15	63.27	+0.06	...
Pacific Inc	96.01	102.68	+0.01	2.56
Pacific Strategy	65.98	70.56	-0.63	0.54
UK Prog Inc	63.48	67.89	-0.24	7.99
Gt British Cos	43.50	46.52	-0.02	2.77
UK Small Cos	37.50	40.10	-1.06	2.76
GRE UNIT MANAGERS				
36 Harbour Exchange Sq, London E14 9GE. 071 538 9605				
Cash	121.90	121.90	...	9.98
Gilt Fixed	112.80	119.60	+0.30	7.84
Growth Equity	251.30	268.40	-0.70	3.25
Guardhill	358.20	382.60	-0.70	3.15
Income Trust	86.22	92.11†	-0.65	6.28
International	122.90	131.30	-0.90	0.14
Managed	99.41	106.20†	-0.30	2.54
Nth American	189.80	202.70	-1.60	0.58
Pacific	280.60	299.70	-2.70	0.09
Prop Shares	180.30	192.60†	-0.10	5.04
Small Cos	213.50	228.00	-0.30	2.97
European	312.80	334.10†	+1.40	0.66
HALIFAX STANDARD TRUST MANAGEMENT LTD				
PO Box 600, Edinburgh EH15 1EW. 0800 838868				
Global Adv Inc	29.37	31.14	.	2.36
-do- Acc	30.03	31.84	.	2.36
HAMBROS UNIT TRUST MANAGERS				
5 Rayleigh Rd, Hutton, Brentwood, Essex. Enquiries 0277 227300. Dealing 0277 690390				
Amer Equity Inc	53.01	56.24	-0.58	1.95
Canadian	49.26	52.77	-0.81	0.19
Equity Income	89.23	94.93	-0.47	5.95
European	119.10	126.10	..	1.07
High Income	57.27	60.93	-0.19	7.09
Intl Situation	61.23	65.38	-0.57	...
Japan Far East	91.28	96.85	-0.51	..
North American	81.62	86.80	-1.06	0.18
Scandinavian	97.14	102.70	..	0.56
Smaller Cos	24.92	26.51†	...	2.60
UK New Genrtn	34.09	36.27	-0.02	2.87
HENDERSON				
PO Box 2003, Brentwood, Essex CM13 1XT. Enquiries 0277 227300. Dealing 0277 690370				
Amer Smaller	67.09	72.17	-0.59	...
Asian Enterprise	80.85	86.53†	-0.95	0.84
Australian	110.48	118.10	-2.78	4.17
European	292.13	309.56	-0.29	1.25
European Inc	59.57	62.99	-0.07	3.22
Euro Sml Co	102.82	109.32	+0.14	1.41
Extra Income	216.06	230.00†	-0.01	7.04
Family of Funds	55.85	59.48†	+0.08	1.71
Fixed Interest	51.04	55.36†	+0.05	8.61
Global Resour	68.36	73.36	-1.65	2.55
High Inc	237.30	253.44†	-0.61	6.93
Income Gth	191.40	203.84	-0.59	5.27
-do- Acc	459.92	489.80	-1.44	5.27
International	182.48	194.12	-1.29	0.79
Japan Spc Sit	169.11	179.36	-0.55	...
Japan	147.10	156.43†	-1.08	...
N Amer	177.00	188.44†	-2.17	0.40
Pacific Smllr Cos	118.60	127.06	-1.55	0.25
Pref Gilt	41.10	44.66†	-0.01	10.78
Smaller Cos Div	140.61	153.25†	+0.02	5.01
Special Sits	216.56	231.78	+0.30	1.81
-do- Acc	325.25	348.11	+0.44	1.81
Best of British	49.04	52.59	-0.11	3.67
Spirit of the East	39.89	42.55	-0.51	0.96
HILL SAMUEL UT MANAGERS				
NLA Tower Addiscombe Road, Croydon. 081 686 4355				
British	74.84	80.04	-0.21	3.53
Capital	129.20	138.10†	+0.90	2.95
Dollar	232.00	248.10	-2.10	0.67
European	165.10	176.50	+1.00	1.00
Far East	159.90	171.00†	-1.70	1.10
Financial	477.60	510.80	+0.90	3.67
Gilt Fxd Int Inc	23.45	24.36†	+0.01	9.66
High Yield	79.67	85.20	-0.32	6.97
Income	106.80	114.00	-0.20	4.61
Intl	167.80	179.40†	-1.00	0.63
Japan Tech	53.11	56.80	-0.49	
Natl Resources	48.14	51.48	-0.35	1.23
Security	245.90	262.90	+0.10	3.21
Smaller Cos	86.97	93.01	-0.13	2.10
Special Sits	114.10	122.00	+0.10	3.77
US Smaller Cos	53.09	56.78	-0.97	
IBI FUND MANAGERS				
36 Queen St, London, EC4R 1BN. 071 489 8673				
Brit Overs	189.10	199.10	-1.40	1.95
Capital Gwth	91.92	96.76		2.98
Inv Trusts	97.58	102.70		0.96
INVESCO MIM UT MANAGERS				
11 Devonshire Square, London, EC2M 4YR. 071 626 3434. Dealing 0800 010733				
UK Specialist Trusts				
Great British	41.72	44.80†	-0.16	2.64
Smaller Cos	20.83	22.87	+0.05	2.59
Special Features	22.34	23.73	-0.05	2.65
-do- Acc	25.60	27.20	-0.05	2.65
General Funds				
UK Growth	44.44	47.21	-0.07	3.25
Assets Earnings	60.68	64.47†	-0.10	3.25
do Acc	69.50	73.93†	-0.12	3.20
Managed Invest	69.96	74.62	-0.36	1.02
Rupert Children	64.54	68.97	-0.15	2.93
High Income Funds				
Cashfund	51.85	51.85	+0.01	10.50
Extra Inc	63.95	69.20†	-0.63	7.00
Gilt	25.47	26.53†	+0.06	7.69
Income Gth	31.44	33.77	-0.16	5.10
MIMstar	70.54	72.31	+0.08	9.43
Preference	14.68	15.59		11.48
UK Income	253.50	271.00	-1.50	4.96
Sector Specialist Funds				
Commodity	34.86	37.06	-0.20	1.49
Fincl Sec	41.32	43.90†	-0.13	3.06
Gold	35.52	37.93	-0.49	2.47
-do- Acc	37.86	40.43	-0.52	2.47
Intl Leisure	21.63	22.98†	-0.14	0.35
Property Shares	51.35	54.55	-0.46	2.63
Exempt Funds				
Exempt	113.90	120.26	-0.70	6.00
European Acc	93.64	99.23	+0.26	2.06
European Dist	93.13	98.57	+0.26	2.06
Overseas Growth Funds				
American Gth	38.13	40.57	-0.44	1.05
European Perf	87.71	92.91	+0.25	1.64
-do- Acc	88.82	94.09	+0.25	1.64
Euro Small Cos	17.62	18.71	+0.08	1.50
French Growth	52.39	55.57	+0.48	1.97
-do- Acc	54.65	57.96	+0.50	1.97
Hong Kong/China	38.01	40.38†	-1.04	2.76
Intl Growth	39.92	42.41	-0.35	1.43
Japan Perf	26.84	28.48	-0.19	.
Autumn Units	26.84	28.48	-0.19	.
Japan Smllr Cos	26.02	27.66	+0.08	
Singapore Asian	56.04	60.75	-0.08	0.99
-do- Acc	56.30	61.12	-0.09	0.99
South East Asia	153.20	164.20	-1.40	1.24
US Smllr Cos	92.95	98.75	-0.83	..
-do- Acc	93.93	99.80	-0.90	
Overseas Income Funds				
Global Inc	62.77	66.54†	-0.57	3.74
Intl Bond	46.00	48.47	+0.02	6.93
KEY FUND MANAGERS				
25 Fountain St, Manchester M2 2AF. 061 236 5362				
Equity General	56.92	60.56	+0.08	4.00
Gilt Fixed Int	67.26	71.15		8.19
Higher Income	143.30	153.20†	-0.20	7.26
Income	79.55	85.00	+0.05	6.41
International	72.35	77.39	-0.19	1.56
Smaller Cos	58.00	62.04	+0.03	3.33
KLEINWORT BENSON UNIT TRUST LTD				
10 Fenchurch Street, London EC3. 071 956 6600. Dealing 071 956 7354				
Income Trusts				
Cash Acc*	64.05	64.37†	+0.01	10.94
Extra Income	43.80	46.60†	-0.02	6.09
Gilt Yield	110.00	116.10†	+0.10	9.28
Global Income	157.30	167.30	-0.64	5.11
High Yield	102.70	109.30†	-0.21	7.22
Smllr Cos Div	39.22	41.72	+1.92	7.12
Capital Growth Trusts				
Amer Smllr Cos	71.54	76.11†	-0.15	0.07
North American	56.99	60.63	-0.56	0.66
European	111.70	118.80†	...	1.00
Euro Special	71.58	76.15	-0.07	0.62
Fund of Inv Tsts	26.12	27.79	-0.15	2.59
General	235.20	250.20†	-3.60	3.80
Intl Recovery	102.80	109.40	-0.80	1.94
Japan	310.00	329.80	-1.10	...
Japanese Special	165.80	176.40	-2.50	...
Master Acc	185.50	197.30	-0.50	2.16
Pacific	193.30	205.60	-1.40	0.65
Smaller Cos	83.26	88.57	+0.35	3.97
UK Equity Gth	27.61	29.37	-0.02	2.86
LAS UNIT TRUST MANAGERS				
113 Dundas St, Edinburgh EH3 5EB. 031 550 5151				
European	57.73	61.42†	+0.13	1.48
Extra Income	20.29	21.59†	-0.11	5.92
Far East	18.28	19.45	-0.16	0.48
Income Gwth	58.72	62.47	-0.07	3.83
Intl Growth	39.38	41.89	-0.17	1.55
Japan	44.79	47.65†	-0.12	...
Maximum Dist*	98.29	100.30†	+0.10	10.00
N Amer Equity	30.11	32.03	-0.15	0.96
UK Equity	69.68	74.13	+0.93	3.76
LAURENCE KEEN UNIT TRUST MANAGEMENT				
1 White Hart Yard, London SE1. 071 407 5966				
Income Gth Inc	45.87	48.80†	-0.09	5.00
LEGAL & GENERAL UT MANAGERS				
5 Rayleigh Road, Hutton, Brentwood Essex. Enq 0277 227300. Dealing 0277 690395				
Equity Dist	362.60	385.70	-1.00	3.73
Equity Acc	661.20	703.40	-1.90	3.73
Equity Income	75.57	80.39†	-0.26	5.85
European	81.80	87.02	-0.15	1.72
Far Eastern	120.40	128.10	-1.00	...
Fixed Interest	46.16	49.11†	-0.06	6.76
Gilt	82.84	87.66	+0.18	6.58
Global Growth	51.02	54.28	-0.13	1.18
Intl Bond	45.46	48.36	-0.20	5.54
Japanese	50.02	53.21	+0.01	...
Overseas Equity	77.75	82.71†	-0.36	0.71
Nat Resources	66.89	71.36	-0.65	1.11
North American	102.60	109.10†	-1.10	1.10
UK Recovery	60.27	64.12	+0.17	3.28
UK Special Sits	87.95	93.56†	+0.03	2.45
Worldwide	62.44	66.43	-0.10	3.84
LLOYDS BANK UNIT TRUST MANAGERS LTD				
Mountbatten Hse, Chatham, Kent ME4 4JF. 0634 834313				
Balanced	269.00	283.20	-4.50	3.71
-do- Acc	564.50	594.30	-9.50	3.71
Contl Euro Gth	41.31	43.49	+0.07	1.89
-do- Acc	43.17	45.45	+0.09	1.89
Energy Intl	52.22	55.56	-0.14	2.25
-do- Acc	62.67	66.68	-0.17	2.25
Extra Inc	203.30	214.10	+2.90	5.70
-do- Acc	474.20	499.20	+7.00	5.70
German Gth	88.53	93.19	+0.10	0.66
-do- Acc	92.29	97.15	+0.11	0.66
Income	384.30	404.60	-1.60	5.05
-do- Acc	937.30	986.70	-3.90	5.05
Intl Tech	194.30	204.60	+0.20	0.39
-do- Acc	207.80	218.80	+0.30	0.39
Japan Growth	73.23	77.91	-0.43	0.02
-do- Acc	73.48	78.18	-0.43	0.02
Master Trust	43.98	46.28	-0.15	3.23
-do- Acc	46.80	49.26	-0.16	3.23
N American Gen	154.10	164.00†	-1.50	0.46
-do- Acc	177.60	189.00	-1.80	0.46
NAm Sm Co Rec	109.80	115.60	-0.80	0.01
-do- Acc	112.10	118.00	-0.80	0.01
Pacific Basin	148.80	158.30	-2.90	0.30
-do- Acc	156.00	166.00	-2.90	0.30
Small Cos Rec	257.10	270.70	+0.50	2.59
-do- Acc	323.60	340.70	+0.80	2.59
UK Growth	72.04	75.84†	-0.07	3.40
-do- Acc	81.82	86.13	-0.09	3.40
Worldwide Gth	219.40	231.00	-0.90	0.91
-do- Acc	321.40	338.40	-1.40	0.91
LONDON & MANCHESTER				
Winslade Park, Exeter EX5 1DS. 0392 282673				
General	66.27	71.10	-0.15	3.80
Income	50.70	54.40	-0.15	6.60
International	43.91	47.11	-0.23	1.70
American	45.53	48.85†	-0.52	0.90
Japan	36.68	39.36	-0.15	...
Tst of Inv Trusts	42.63	45.74	-0.07	2.60
M & G SECURITIES				
Three Quays, Tower Hill, EC3R 6BQ. 071 626 4588. Dealing 0245 266266				
American Gen	298.30	315.40†	-2.60	0.71
-do- Acc	366.70	387.70	-3.10	0.71
American Rec	289.90	306.60	-1.30	0.67
-do- Acc	330.30	349.30	-1.50	0.67
Am Sm Co Acc	93.00	98.30	-0.80	...
Australia Acc	121.90	130.50	-3.10	1.45
Capital	486.60	514.60	-0.60	4.69
-do- Acc	513.70	543.30	-0.50	4.69
Commodity Acc	330.90	349.90	-1.30	2.27
Compnd Gth	633.30	669.70	-1.10	4.52
Dividend	25.70	27.50	-0.20	6.54
-do- Acc	95.70	102.40	-0.40	6.54
Equity Inc	229.30	242.50	-0.40	7.73
European Dis	48.00	51.10†	+0.20	5.58
-do- Acc	52.20	55.50	+0.30	5.58
Extra Yield	291.30	308.00	-1.50	7.38
-do- Acc	787.00	832.20	-4.10	7.38
Far Eastern	187.60	198.40	-2.40	0.99
-do- Acc	242.70	256.70	-3.10	0.99
Fund of Ins	392.10	414.60	-0.70	2.91
-do- Acc	691.90	731.60	-1.30	2.91
General	43.20	45.70†	-0.10	5.27
-do- Acc	109.30	115.60	-0.40	5.27
Gilt Fxd Ins	59.10	62.10	+0.20	8.77
do Acc	132.90	139.60	+0.50	8.77
Gold	37.00	39.10†	-0.50	1.78
-do- Acc	42.70	45.10	-0.50	1.78
High Inc	18.70	19.80†	-0.10	7.13
-do- Acc	65.40	69.20	-0.30	7.13
Intl Growth	54.30	57.40†	-0.40	1.11
-do- Acc	92.70	98.00	-0.70	1.11
Intl Inc	69.80	73.80	-0.50	5.80
Japan Gth Acc	38.50	40.70	-0.20	...
Japan Smllr Co	109.50	115.90	-0.60	...
Midland	42.30	44.70	...	6.15
-do- Acc	127.30	134.60	-0.10	6.15
Recovery	26.60	28.10†	...	5.11
-do- Acc	40.50	42.80	-0.10	5.11
Second Gen	46.10	48.80†	+0.20	5.38
-do- Acc	109.50	114.80	+0.50	5.38
Smaller Cos	49.80	53.30		4.69
-do- Acc	89.50	95.80	+0.20	4.69
Trustee	30.10	31.80		5.80
Charifund 3	1105.67		+0.20	10.21
Charibond 2	489.00	493.90	-1.70	7.67
Pension ex 1	705.40	723.10	-1.80	5.57
NAACIF Inc 3	341.01	.	-0.10	9.57
-do- Acc 3	4847.54	...	-3.70	9.57
MARKS & SPENCER UNIT TRUST MANAGEMENT LTD				
PO Box 410, Chester X, CH99 9QX. 0244 680080				
Inv Port Inc	110.10	117.70†	-0.10	3.36
-do- Acc	119.40	127.70†	-0.20	3.36
UK Income	91.02	97.34†	-0.27	4.41
-do- Acc	98.54	105.30†	-0.30	4.41
MARTIN CURRIE UNIT TRUSTS LTD				
Saltire Court, 20 Castle Terrace, Edinburgh EH1 2ES. 031 229 5252				
Emerg Mkts	51.93	55.53	-0.35	0.51
Far East (Pacific)	93.47	99.22	-0.65	0.80
Income Growth	60.97	64.72	-0.07	4.76
European	56.49	59.96	+0.27	1.36
Nth American	40.25	42.72	-0.57	0.62
UK Growth	58.47	62.06	+0.10	1.78
Intl Growth	71.55	75.95	-0.42	1.63
Charities	90.63	96.20	+0.06	5.81
High Yield	43.73	46.42†	+0.04	7.65
Intl Income	47.85	50.79†	-0.05	2.90
Japan	36.18	38.40	-0.03	...
MERCURY FUND MANAGERS LTD				
33 King William St, EC4R 9AS. 071 280 2060				
American Gth	138.50	146.50	-1.60	0.06
-do- Acc	148.00	156.60	-1.70	0.06
American Inc	35.60	37.80	-0.18	6.75
-do- Acc	50.20	53.15	-0.27	6.75
Cash	100.30	100.30†	+0.10	10.51
-do- Acc	119.20	119.20†	...	10.51
European Gth	161.60	171.10	+0.90	0.51
-do- Acc	171.60	181.60	+0.90	0.51
General	395.30	421.70	+0.60	2.85
-do- Acc	723.20	771.40	+1.20	2.85
Global Dist	109.10	114.60	+0.10	6.11
-do- Acc	113.30	118.90	+0.10	6.11
Govt Securities	86.62	91.03†	+0.20	8.28
-do- Acc	142.90	150.20†	+0.30	8.28
Income	114.60	122.30	-0.20	5.78
-do- Acc	157.40	167.80	-0.40	5.78
International	287.00	304.80†	-1.10	0.91
-do- Acc	378.10	401.50†	-1.50	0.91
Japan	147.50	156.10†	-1.20	...
-do- Acc	151.40	160.30†	-1.20	...
Recovery	231.20	246.70	-0.10	4.46
-do- Acc	281.90	300.70	-0.30	4.46
European Inc	62.78	66.59†	+0.15	3.52
-do- Acc	77.29	81.99†	+0.19	3.52
Brit Blue Chip	61.64	65.75	...	4.06
-do- Acc	69.93	74.59	...	4.06
Portfolio	61.19	65.08	-0.08	3.69
-do- Acc	66.58	70.83	-0.08	3.60
Gold General	62.38	66.54	-1.50	3.65
-do- Acc	62.38	66.54	-1.50	3.65
High Income	44.80	47.79†	-0.25	7.53
-do- Acc	56.50	60.27†	-0.32	7.53
Pacific	56.03	59.77	-0.54	1.68
-do- Acc	58.61	62.51	-0.56	1.68
UK Smaller Cos	43.45	46.35	+0.27	2.14
-do- Acc	47.24	50.38	+0.29	2.14
MIDLAND UNIT TRUSTS LTD				
192 Eyre Street, Sheffield, S1 3RD. Dealing 0742 520 200. Enquiries 0742 529 076				
British Dist	67.68	72.39	-0.21	3.28
-do- Acc	72.73	77.79	-0.22	3.28
Capital	82.95	88.22†	-0.02	3.45
-do- Acc	127.40	136.30	...	3.45
European Gth	141.00	150.10	-0.10	0.85
-do- Acc	176.00	187.40	-0.10	0.85
Extra High Inc	58.19	62.23†	-0.09	8.56
-do- Acc	94.44	101.00	-0.10	8.56
Gilt Fixed Int	52.14	54.29	+0.06	9.19
-do- Acc	125.60	130.70	+0.10	9.19
High Yield	175.60	187.80	-0.90	7.58
-do- Acc	384.10	410.80	-1.80	7.58
Income	234.50	250.80	-0.80	5.61
-do- Acc	461.30	493.40	-1.60	5.61
Intl High St Dist	61.17	65.42	-0.10	0.88
-do- Acc	64.63	69.12	-0.10	0.88
Japan Gth	242.90	259.60	-2.00	...
-do- Acc	255.90	273.50	-2.10	...
Mandarin Acc	63.76	68.19	-1.02	1.41
North American	129.00	138.00	-1.50	0.80
-do- Acc	161.90	173.20	-1.90	0.80
Mngd Port Acc	68.40	73.16	-0.37	2.19
Meridian Gth	123.00	131.60	-0.70	2.21
Meridian Inc	94.32	100.90†	-0.60	4.43
Smaller Cos	107.00	114.40†	+0.40	2.54
-do- Acc	125.80	134.50	+0.40	2.54
MORGAN GRENFELL INVESTMENT FUNDS LTD				
20 Finsbury Circus, London EC2M 1UT. Dealing 071 826 0826. Enquiries 071 826 0123				
American Gth	193.00	206.30†	+0.80	0.60
Cash Inc	100.42	100.42†	+0.02	10.46
Cash Acc	113.72	113.72†	+0.02	10.46
Euro Gth Acc	200.70	215.40†	+0.70	...
Europa	103.10	110.80	+0.30	...
Intl Gth	138.30	147.80	-0.90	...
Japan Tracker	55.64	59.01	-0.22	...
UK Equity Inc	112.10	120.60	-0.30	4.47
-do- Acc	129.30	139.10	-0.30	4.47
UK Ind Tracker	122.20	130.40	-0.30	3.79
US Eq Ind Trkr	146.40	157.00	-1.40	2.99
-do- Acc	152.10	163.10	-1.40	2.99
Asian Trader	85.33	91.91	-0.09	1.72
MURRAY JOHNSTONE UNIT TRUST MANAGEMENT				
7 West Nile St, Glasgow G2 2PX. 0345 090 933				
American Inc	133.20	141.20	-1.20	3.46
European	54.66	58.33	+0.07	1.35
Far Eastern	106.70	113.80	-1.60	1.01
Olympiad	45.63	48.54	-0.18	1.10
Olympiad Inc	43.10	45.99	-0.43	6.23
Smaller Cos	46.60	49.82	+0.15	2.02
Equity Income	77.77	82.99†	-0.29	6.42
UK Growth	73.62	78.57	+0.22	1.96
NM UNIT TRUST MANAGERS LTD				
The Bilton Centre, North Harbour, Portsmouth. Enquiries 0705 372222. Dealing 0705 387730				
American Acc	37.02	39.48	-0.42	1.04
Australian Acc	219.40	235.40	-2.70	2.29
Conscience	53.89	57.51†	+0.19	1.36
-do- Acc	57.19	61.03	+0.21	1.36
European	142.90	152.40	+0.20	1.02
-do- Acc	151.80	161.90	+0.30	1.02
Extra Income	62.02	66.18	-0.18	6.82
-do- Acc	87.91	93.82	-0.25	6.82
Far East Gth	101.70	108.70	-0.30	...
Gilt Fxd Inc	53.83	56.98	+0.05	8.00
Gold	28.08	30.19	-0.36	...
-do- Acc	30.24	32.51	-0.39	...
Income	42.98	45.84†	-0.12	6.09
-do- Acc	123.20	131.40	-0.30	6.09
International	24.21	25.97	-0.11	0.42
-do- Acc	34.54	37.06	-0.15	0.42
Jap Sm Cos Acc	282.00	300.80	+1.10	...
S'pore Mly Acc	104.30	111.80	-0.30	...
Smllr Cos Acc	23.16	24.90†	-0.10	2.61
Special Sits	26.23	28.20	+0.01	0.92
-do- Acc	29.45	31.66	+0.01	0.92
Tokyo	59.99	63.98	+0.02	...
-do- Acc	60.60	64.64	+0.04	...
US Smllr Co Acc	70.81	75.73	-0.80	...
UK Equity	136.70	145.80†	-0.40	4.19
-do- Acc	247.40	263.80	-0.90	4.19
NEWTON FUND MANAGERS				
2 London Bridge, London SE1 9RA. 071 407 4404				
General	128.88	137.11	-0.50	3.48
Global	222.03	236.21	-0.64	1.38
Income	155.92	165.88†	-0.27	6.04
International	101.55	108.04	-0.25	7.47
PEARL UNIT TRUST LTD				
PO Box 500, Thorpewood, Peterborough PE3 6GD. Dealing 0800 626377. Enquiries 0733 67767				
Growth	118.20	124.40	-0.30	3.10
-do- Acc	199.90	210.40	-0.50	3.10
Income	177.80	189.10	-0.60	5.01
Intl Equity	173.20	184.20	-1.00	1.42
-do- Acc	187.60	199.60	-1.60	1.42
Equity	185.80	197.60†	-0.50	3.10
-do- Acc	368.10	391.50	-1.10	3.10
UK Intl 25 Acc	55.84	59.39	-0.18	2.78
UK Income	47.93	50.98†	-0.18	4.83
UK Smllr Co Acc	52.26	55.59	+0.03	2.41
New Europe Acc	53.75	57.18	+0.16	1.39
PERPETUAL UNIT TRUST				
48 Hart Street, Henley on Thames. 0491 576868				
Asian Smllr Mkt	50.08	53.57	-0.60	1.16
PEP Gth Inc	69.68	74.53	+0.01	2.47
Intl Gth	348.30	372.52	-1.04	1.09
Income	220.10	235.41	-0.52	5.63
W'wide Recov	209.70	224.28	+0.01	1.37
American Gth	139.60	149.31	+0.05	0.72
Intl Emerg Cos	117.05	125.19	+7.63	1.06
Far East Gth	124.56	133.22	-0.40	0.87
European Gth	86.44	92.45	-1.14	1.66
UK Growth	55.23	59.09†	+0.51	4.67
High Income	59.99	64.77†	-0.32	5.86
Japanese Gth	141.49	151.43	-0.41	0.01
PROLIFIC UNIT TRUST MANAGERS				
Walbrook Hse, 23 Walbrook, London, EC4N 8LD. Dealing 0800 282443				
International	148.60	158.10	-0.70	1.61
High Income	83.73	89.09	...	5.30
Conv Gilt	98.80	105.10	+0.20	8.02
Far East	212.30	226.30	-2.30	0.91
PROSPERITY UNIT TRUST MANAGEMENT				
1 Sessions Hse Sq, Maidstone, Kent ME14 1XX. 0622 674751				
American	39.38	41.89	-0.25	0.70
Emerging Mkts	41.29	43.93	-0.18	0.34
General	41.07	43.69†	-0.12	3.90
International	68.68	73.06	-0.49	1.56
Gilt Units	24.25	25.00	+0.05	8.62
Global PEP	28.63	30.46	-0.14	2.48
Income Gth	54.59	58.07	+0.16	6.34
European	37.68	40.09	-0.11	1.32
Gilt/Fixed Int	22.78	24.23†	+0.02	7.91
UK Smaller Cos	20.60	21.92	+0.01	3.35
PRUDENTIAL UNIT TRUSTS LTD				
51/69 Ilford Hill, Ilford, Essex IG1 2DL. 081 478 3377				
Holb Trust	23.53	25.16	-0.11	1.47
Holb Cash Haim	108.90	108.90	+0.02	10.12
Holb Equity	569.72	609.32	-1.01	3.27
Holb Equity Inc	65.60	70.16	-0.06	5.74
Holb European	144.39	154.42	-1.23	1.98
Holb Global Gth	62.47	66.81†	-0.08	2.35
Holb High Inc	73.19	78.27†	-0.09	6.72
Holb Intl	122.02	130.50†	-0.61	1.59
Holb Intl Sm Co	51.71	55.30	-0.26	1.21
Holb Japanese	124.78	133.45	-1.06	...
Holb Nth Amer	101.13	108.16	-0.53	0.44
Holb Pacific Mkt	51.41	54.98	-0.71	2.27
Holb Premr Inc	44.47	46.29†	-0.02	8.17
Holb Smllr Cos	68.48	73.24	+0.12	2.73
Holb Spec Sits	84.31	90.17†	-0.04	2.86
Holb UK Growth	93.40	99.89	-0.12	3.02
ROTHSCHILD FUND MANAGEMENT LTD				
St Swithin's Lane, London EC4N 8NR. Dealing 071 634 2981/4				
Income	124.90	134.70	-0.37	4.59
Japan	187.02	200.62	-0.39	...
Major UK Cos	80.14	86.29†	-0.10	2.85
America Income	352.69	377.31	-3.23	0.67
-do- Acc	407.46	435.93	-3.73	0.67
Smllr UK Cos	196.23	214.04	+0.76	2.66
Smllr European	206.77	220.66	+0.47	1.54
SAVE & PROSPER				
28 Western Rd, Romford RM1 3LB. 0708 766966				
Amer Inc Gth	53.85	57.28	-0.58	8.40
Capital Units	114.50	121.80†	-0.70	2.12
Commodity	77.49	82.43	-0.80	1.96
European Gth	126.20	134.20	+0.40	1.35
Financial Sec	117.20	124.60	-0.40	2.52
High Return	196.20	208.70†	+0.10	7.76
High Yield	190.40	202.50†	-0.20	6.53
Income Units	89.82	95.55	+0.25	8.96
Investment	134.00	142.50	...	1.98
Japan Gth	99.36	105.70	-0.70	...
Japan Smaller	152.60	162.30	-1.30	...
Masterfund	37.17	39.54†	-0.09	1.91
Scotbits	172.70	183.70†	+0.80	2.39
Scotshares	232.30	247.10	+1.40	3.46
Scotyields	188.40	200.40	+0.30	6.71
Select Intl	100.80	107.20	-0.60	0.77
Smaller Cos	203.40	216.30	+0.50	6.42
Special Situation	92.73	98.64	+0.04	2.13
UK Equity	202.30	215.20†	+0.70	3.23
US Growth	107.10	113.90	-1.00	0.31
SCHRODER UNIT TRUSTS LTD				
33 Gutter Lane, London EC2V 8AS. Dealing 071 606 8484. Enquiries 071 382 3800				
American	179.00	190.90	-2.00	0.59
-do- Acc	192.50	205.30	-2.20	0.59
Australian	107.80	114.90	-2.40	0.97
-do- Acc	124.00	132.20	-2.90	0.97
UK Enterprise	153.60	163.80†	-0.20	3.99
-do- Acc	172.90	184.40	-0.20	3.99
European Gth	52.25	55.73†	-0.15	0.97
-do- Acc	53.46	57.02	-0.16	0.97
Euro Smllr Cos	50.01	53.34†	+0.15	0.30
-do- Acc	50.21	53.55	+0.15	0.30
Far Eastern Gth	47.25	50.40	-0.16	...
-do- Acc	47.93	51.12	-0.16	...
Fixed Interest	48.99	51.84	+0.07	8.21
-do- Acc	55.45	58.45	+0.07	8.21
Gilt Income	98.09	103.30	+0.10	8.92
-do- Acc	123.60	130.20	+0.10	8.92
Income	238.90	254.80	-1.10	5.92
-do- Acc	658.10	701.98	-3.10	5.92
Japan Enterprise	47.55	50.71	-0.20	0.67
-do- Acc	47.55	50.71	-0.20	0.67
Japan Smllr Cos	338.40	360.90†	-1.30	...
-do- Acc	339.00	361.60	-1.30	...
Pacific Gth	54.38	58.00	-0.26	1.74
-do- Acc	55.25	58.93	-0.26	1.74
Smaller Cos	150.10	160.10†	-0.40	1.85
-do- Acc	170.00	181.30	-0.50	1.85
Tokyo	76.29	81.37	-0.51	0.14
-do- Acc	77.06	82.19	-0.52	0.14
UK Equity	165.00	175.90†	-0.50	4.29
-do- Acc	296.80	316.50	-0.80	4.29
US Smllr Cos	75.33	80.35	-0.34	...
-do- Acc	75.33	80.35	-0.34	
World Fd	56.80	60.58	-0.20	1.98
-do- Acc	58.57	62.47	-0.21	1.98
SCOTTISH AMICABLE UNIT TRUST MANAGERS LTD				
150 St Vincent St, Glasgow G2 5NQ. 041 204 2200				
Equity Income	33.54	35.72	-0.72	6.59
Equity Strategy	48.20	51.33	-0.19	4.48
European Opps	61.40	65.39	-0.14	1.50
Maximum Inc	101.03	103.65	+0.02	10.20
UK Smaller Cos	39.48	42.05	+0.02	4.04
SCOTTISH LIFE INVESTMENTS				
19 St Andrew Sq, Edinburgh. 031 225 2211				
UK Equity	287.50	307.50	-0.50	3.79
American	183.30	194.70	-1.00	1.13
Pacific	238.50	254.90	-2.30	0.51
European	366.50	392.00	-0.10	1.41
Worldwide	64.61	69.10	-0.35	1.82
SCOTTISH MUTUAL INVESTMENT MANAGEMENT				
109 St Vincent St, Glasgow G2 5HN. 041 248 6100				
UK Equity	260.50	277.20†	-0.56	3.59
UK Sm Cos Eqty	194.20	206.70†	+0.30	2.76
European	267.10	284.20	+0.90	2.28
North American	195.80	208.30	-1.00	0.56
Income Plus Inc	52.34	55.69	-0.26	5.66
UK Spec Sits	58.52	62.26	-0.32	2.40
SCOTTISH PROVIDENT INVESTMENT MANAGEMENT LTD				
6 St Andrew Sq, Edinburgh EH2 2YA. 031 558 2341/2/3				
Equity Gth Acc	21.30	22.80	-0.06	4.23
Intl Growth Acc	22.04	24.23	-0.07	0.09
Global Inc Acc	23.23	24.80†	-0.08	4.77
Market Ldrs Acc	21.87	23.19	-0.08	4.72
SG TOUCHE REMNANT				
Mermaid Hse, 2 Puddle Dock, London EC4V 3AT. 071 248 1250				
American Gth	60.86	65.09	-0.09	...
Euro Spec Sits	35.53	37.80	-0.10	...
-do- Acc	37.08	39.44	-0.11	...
Far East Opps	20.38	21.98†	+0.08	...
-do- Acc	20.80	22.43	+0.08	...
General Growth	82.44	87.93†	-0.07	...
Global Tech	91.82	98.78	-0.27	...
Income Growth	81.47	87.61†	+0.10	5.26
Income Monthly	50.11	53.45	+0.04	6.51
Japan Growth	63.57	67.51†	-0.15	..
Mngd Eqty Plan	33.37	35.77	-0.01	2.55
-do- Acc	37.87	40.38	-0.01	2.58
Overseas Gth	59.12	62.82	-0.20	...
Smaller Cos	66.87	71.90	+0.08	4.10
Special Opps	73.22	78.73	+0.12	4.05
Wld Spec Sits	33.30	35.90	-0.09	...
-do- Acc	33.33	35.93	-0.09	
STANDARD LIFE TRUST MANAGEMENT LTD				
3 George St, Edinburgh EH2 2XZ. 0800 393777				
Managed	35.99	38.24	+0.10	2.33
Equity Gth Acc	50.09	53.23	+0.40	1.93
UK Eq General	46.87	49.80	+0.20	3.49
-do- Acc	36.67	38.97	+0.20	3.49
European Acc	36.36	38.64	+0.10	1.61
Far East Acc	40.12	42.63	-0.30	...
Gilt Fxd Int Inc	28.24	29.87	+0.10	7.44
N American Acc	36.58	38.87	-0.40	0.68
Gbl Lgr Cos Acc	215.00	233.30	-1.40	2.19
UK Eq High Inc	29.30	31.23	...	6.55
-do- Acc	33.05	35.12	...	6.55
UK Lgr Cos Inc	247.40	268.50	+1.10	4.63
UK Lgr Cos Acc	307.20	333.40	+1.30	4.63
STEWART IVORY UNIT TRUST MANAGERS				
45 Charlotte Sq, Edinburgh. 031 226 3271				
American	299.20	329.70	-2.90	0.72
British	808.70	855.60	+3.60	6.06
European	327.50	348.40	+1.00	1.44
Japan	105.40	112.10	-0.70	...
New Pacific	181.20	193.00	-1.70	1.79
Mngd Cash	95.95	95.95	+0.02	10.29
Majority Stg	99.99	100.99	+0.02	10.19
PEP	148.40	156.60	+1.70	3.59
Saints PPP	287.60	302.70	..	
SUN ALLIANCE				
Sun Alliance House, Horsham, Sussex. 0403 56293				
Equity Acc	606.90	649.10†	-1.10	3.10
N America Acc	85.92	91.89†	-0.72	0.63
Far East Acc	87.42	93.50†	-1.30	1.14
W wide Bond	48.51	51.61	-0.23	6.30
European	67.25	71.93	-0.07	1.69
Equity Income	64.50	68.98†	-0.25	5.90
SUN LIFE OF CANADA				
Basing View, Basingstoke, Hants RG21 2DZ. Dealing 0256 841414				
American Gth	26.71	28.57	-0.31	0.59
Managed Assets	100.12	107.09†	-0.21	4.28
UK Income	30.16	32.26	-0.12	6.07
UK Growth	30.64	32.78	-0.11	4.06
Worldwide Gth	23.81	25.47	-0.01	1.00
TSB UNIT TRUSTS LTD				
Charlton Place, Andover, Hants, SP10 1RE. 0264 346794				
American	163.79	174.24	-1.74	0.04
-do- Acc	179.89	191.37	-1.41	0.04
British Gth	74.30	79.10	+0.86	3.15
-do- Acc	84.64	90.06	+0.97	3.15
European	74.03	78.75	+0.64	1.22
-do- Acc	77.46	82.40	+0.67	1.22
Extra Inc	154.87	164.75	+1.72	5.60
-do- Acc	230.38	245.08	+2.57	5.60
General Unit	226.48	240.93†	-0.45	3.56
-do- Acc	434.92	462.68†	-0.84	3.56
Income	268.65	285.79	-1.11	5.84
-do- Acc	524.63	558.11	-2.17	5.84
International	393.23	418.32	-2.32	0.61
-do- Acc	509.86	542.40	-3.01	0.61
Pacific	222.24	236.42	-1.89	1.12
-do- Acc	232.22	247.04	-1.98	1.12
Premier Income	45.50	47.39†	-0.30	8.69
-do- Acc	87.68	91.33†	-0.59	8.69
Nat Resources	63.31	67.35	-0.64	0.88
-do- Acc	69.10	73.50	-0.70	0.88
Selected Opps	74.76	79.53	-0.49	2.90
-do- Acc	91.51	97.35	-0.60	2.90
TARGET TRUST MANAGERS				
The Exchange, 66 High St, Aylesbury, Bucks. HP20 1SE. 0296 312156				
American Eagle	85.52	91.83†	-1.06	0.96
Australia	6.266	6.720†	-0.140	1.79
Equity	155.90	167.60†	-0.50	4.85
Euro Spec Sits	118.70	126.10	+0.50	0.69
Financial	28.47	30.56	...	4.67
Global Opps Inc	69.07	74.07	-0.29	2.72
-do- Acc	70.57	75.68	-0.29	2.72
Gold Gen Inc	36.48	39.18	-0.62	1.40
-do- Acc	68.56	73.66	-1.22	1.40
Income	98.42	105.60†	-0.50	6.57
Japan General	117.60	125.80	-1.40	...
Preference	19.39	20.84†	-0.04	9.40
UK Capital	88.35	95.00†	+0.52	3.96
Worldwide Cap	167.20	179.00†	-0.40	2.55
World Income	65.74	70.51†	-0.27	4.24
THORNTON UNIT MANAGERS LTD				
33 Cavendish Sq, London W1M 7HF. 071 493 7262. Dealing 071 493 8545				
American Opps	78.01	83.20	-0.63	0.13
-do- Acc	80.46	85.82	-0.64	0.13
Cash	51.33	51.33	+0.01	10.25
-do- Acc	56.72	56.72	+0.01	10.25
European Opps	53.62	57.14	-0.39	...
-do- Acc	53.95	57.50	-0.39	...
Far East Opps	112.06	119.52	-0.66	0.58
-do- Acc	113.97	121.55	-0.67	0.58
Gold Opps	29.68	31.64†	-0.71	...
-do- Acc	30.53	32.59	-0.73	...
Sanyo Japan	60.29	64.19	+0.08	...
-do- Acc	60.29	64.19	+0.08	...
Little Dragons	41.38	44.12	-0.48	0.57
-do- Acc	42.08	44.87	-0.49	0.57
Oriental Income	31.89	33.95	-0.28	5.15
-do- Acc	38.69	41.20	-0.33	5.15
Tiger	144.43	154.05	-1.63	0.75
-do- Acc	149.11	159.04	-1.68	0.75
UK Small Cos	53.77	57.49	+0.29	1.05
-do- Acc	60.28	64.40	+0.32	1.05
UNITED CHARITIES UNIT TRUSTS				
Unicorn Hse, 252 Romford Rd, London E7. 081 534 5544				
United Charities	191.20	203.90	-0.40	5.16
WAVERLEY UNIT TRUST MANAGEMENT LTD				
13 Charlotte Sq, Edinburgh EH2 4DJ. 031 225 1551				
Australian Gold	10.58	11.25	+0.06	0.50
Pacific Basin	25.87	27.52	-0.18	0.60
Canadian Gth	36.42	38.74	-0.67	0.10
Global Bond	$1.010	$1.053	+0.007	7.75
Penny Share	19.17	20.39	-0.01	1.50
WHITTINGDALE UNIT TRUST MANAGERS				
2 Honey Lane, London EC2V 8BT. 071 606 3132				
City Reserve	52.11	52.17†	+0.01	10.00
Gilt Growth	57.67	60.02	+0.28	
Gilt Income	48.27	50.23†	+0.16	10.04
Short Dtd Gilt	95.15	96.39	+0.17	1.94
US Govmt Bd	$0.678	$0.683	+0.001	...
Challenger	71.32	73.02	+0.19	...
WOOLWICH UNIT TRUST MANAGERS LTD				
1 White Oak Square, Swanley BR8 7AG. 0705 380080				
Stakeholder Fd	55.12	58.63	-0.10	2.47

Source: Finstat

* Yields expressed as CAR (Compound Annual Return). † Ex dividend. ‡ Middle price. ... No significant data.

هكذا من الأصل

Rate could fall or allowances increase

Green budget outlines £2bn tax cuts option

BY COLIN NARBROUGH, ECONOMICS CORRESPONDENT

NORMAN Lamont, the Chancellor, has scope to reduce taxes by up to £2 billion in the Budget on March 10 and is likely to cut income taxes, according to the Institute for Fiscal Studies in its assessment of his options.

However, the annual so-called "green budget" from the independent think-tank, produced jointly with Goldman Sachs, is undecided on whether income tax will be lowered by a reduction of the basic rate from 25p in the pound, or by an increase in tax-free allowances.

Andrew Dilnot, director of the IFS, presenting his analysis in London, said cutting the basic rate towards the Conservatives' long-standing goal of 20p was politically attractive, as it was the rate the electorate would remember.

The IFS believes tax cuts could be funded, partially or fully, by increases elsewhere. Freezing the married couple's allowance, or the higher rate income tax threshold, instead of raising them in line with inflation, and restricting the value of allowances to the basic rate, are possible ways for funding. No changes are expected in tax on company cars or housing. Although the IFS sees Mr Lamont having scope to take 1p off income tax this year, it foresees difficulty for the Conservatives in achieving 20p in the next parliament.

The deterioration in government finances arising from recession led Mr Lamont to raise his forecast for the 1991-92 public sector borrowing requirement to £10.5 billion in November. However, he reaffirmed his commitment to a balanced Budget over the economic cycle. The IFS projects the borrowing requirement for the current fiscal year at £11.8 billion, rising to £19.5 billion in 1992-93, or 3 per cent of the gross domestic product. Higher borrowing is foreseen under Labour.

Mr Dilnot said worsening government finances and slow economic recovery meant neither Labour nor the Conservatives could achieve all their objectives by 1996-97 without changes in policy. He estimated that the Conservatives' pledges would cost £32.5 billion, not far short of the £37 billion needed for Labour's programme. He said: "A Conservative government would not be able to hit a balanced Budget, even if they did not cut taxes."

Although Labour might be able to boost spending by £5 billion by the end of the next parliament, it is not expected to have much scope for increases in the first two years.

The IFS argues that it would be better if Mr Lamont cut taxes on business rather than the personal sector. Mr Dilmot said an attractive way to help business would be to freeze the planned increases in non-domestic rates, which are due to come into effect in April.

Evan Davis, an IFS analyst, said the uniform business rate was currently too high as a percentage of rent and in relation to the level of services provided by local authorities. At present, it raises about £15 billion for the Treasury. A 10 per cent cut in the non-domestic rate would cost the Treasury about £1.5 billion.

Bowkett given chief executive job at Berisford

BY MATTHEW BOND

BERISFORD International, the commodities and property group which teetered on the brink of receivership in 1990, has appointed Alan Bowkett as group chief executive.

His appointment fills the gap left by the resignation last month of Murray Stuart, who left to become deputy chairman of Scottish Power. Mr Bowkett joins Berisford four months after leaving United Precision Industries, a management buy-in vehicle sold to the Japanese for £145 million in 1990.

Berisford's shares rose 3p to 20p in initial response to the news that Mr Bowkett was injecting £1.1 million into the company by paying 19p a share for 6 million new shares. When UPI, Britain's biggest manufacturer of bearings, was bought by Nippon Seiko KK, Mr Bowkett was among 40 managers who received £22 million for their 15 per cent stake.

Mr Bowkett has also been granted options over a further 22.3 million shares which, if exercised in full, would give him a 6 per cent stake in the company. One of these options, over 6.25 million shares, only becomes exercisable if Berisford's share price rises above 50p. Another, over 10 million shares currently owned by the Pritzker family, is exercisable at 50p. The company said the options had been designed to ensure that shareholders would have seen a tripling in the current share price before the bulk of the options could be exercised.

Mr Bowkett's track record suggests a strong recovery is within the bounds of possibility. As chairman of UPI, he led a £73.5 million buy-in at Ranks Hovis McDougall in 1987. In early 1990, when NSK took it over, the Japanese company not only paid £145 million for the equity, but also took over some £60 million of debt.

John Sclater, Berisford's chairman, said: "I think it is terrific to find a chap with real success behind him and who is willing to put almost £1.2 million into the company."

Mr Bowkett paid tribute to the progress made by Berisford over the last two years. "In my opinion the team here, under Murray Stuart, completed a very fine piece of work in maintaining the viability of Berisford and in repaying some £1.5 billion of debt." Last month, the company which for months was dependent on the day-to-day support of tis bankers, unveiled a debt free balance sheet with some £18 million of cash balances.

Only one significant problem remains — Rayner, the loss-making coffee company in which Berisford has a 45 per cent stake and whose debts of $115 million are cross-guaranteed. Mr Bowkett said his first priority would be to sort out Rayner, so that it could either become a successful part of the group or be sold off. "Once that has been achieved we can move forward," he said.

Since its disastrous foray into the New York property market, Berisford has sold over 40 businesses, including British Sugar, its single biggest asset: its remaining businesses are in food, agriculture and property. But new acquisitions are expected, once the recovery iscomplete.

Mr Bowkett's background suggests engineering could be the chosen area for expansion. He would not be drawn, but admitted that the search for new acquisitions had already begun.

"We are starting work on that now but, initially, I will be dedicating a lot of time to completing the remaining housekeeping."

Bowkett: real success

Luxuries irrelevant, Clowes jury told

BY OUR CITY STAFF

PETER Clowes, the former investment company chief, and his colleagues should not be convicted because of their luxurious lifestyles, a jury at the Central Criminal Court in London was warned yesterday.

Mr Justice Phillips, on the first day of his summing up on the 104th day of the trial, said the defendants had acquired their luxuries — including fast cars, a vineyard, a yacht and a jewellery company — during the boom years of the Eighties.

"You are concerned with how the defendants got their money, not how they spent it," he emphasised to the jury. Mr Clowes, aged 49, of Wilmslow, Cheshire, Peter Naylor, aged 35, of Send Barns, Send, Surrey, Guy Von Cramer, aged 30, of Micklethwaite, near Bradford, West Yorkshire, and Christopher Newman, aged 37, of Polstead, Suffolk, variously deny charges of theft and false accounting.

The prosecution has alleged that Mr Clowes, of Barlow Clowes, masterminded a fraud from 1986 to 1988, taking more than £113 million from mainly elderly investors who believed their cash was safe in government stocks.

Mr Justice Phillips told the jury: "It (the Eighties) was a time when some people were getting very rich and in most cases getting very rich perfectly honestly.

"Some, when they got rich, naturally wanted to spend their money on the nice things of life."

Dealing with the contract between Barlow Clowes and its clients, he said it committed Mr Clowes to put money only in government stocks or briefly on deposit.

Mr Clowes, however, believed his obligations were to ensure that investors received their monthly premiums and had their capital returned on demand. He had employed his "investment strategy" of putting the money into long-term ventures.

The central question was whether the defendants, who were all of previous good character, had acted dishonestly, said the judge.

The hearing continues today.

Sofia fingers do the walking

BY THEODORE TROEV IN SOFIA

THE first Yellow Pages directories in eastern Europe are about to appear: a British-Bulgarian collaboration, is published today in Sofia, and tomorrow, Budapest will follow suit.

The project is managed in Britain by Hugh Begg, who handled the initial introduction of the Yellow Pages into the UK in 1965.

Eastern Europe has no classified telephone directories, which has made it very difficult to locate manufacturers, suppliers and retailers. But Mr Begg hopes to fill the gap, at least partially. After Sofia and Budapest, he plans to cover several other cities in Bulgaria and Hungary within the next 18 months.

He has been negotiating with the city council of St Petersburg and believes that other leading cities in the Commonwealth of Independent States will now be interested in the Yellow Pages.

There were plans to cover Prague but Nynex, the American directories company, got in first. "We don't intend to compete with Nynex, but we shall try to see what are our chances with Bratislava in Slovakia," Mr Begg said.

The Sofia directory — the world's first bi-lingual Yellow Pages — lists 11,000 businesses. In order to make it simple to use but equally useful to English-speaking and Bulgarian businessmen, the classifications were put in Bulgarian alphabetical order with the English translation underneath in red, and the Bulgarian index was supplemented with one in English.

Managing directories: Hugh Begg, yesterday

Perrier pleads competition

BY WOLFGANG MÜNCHAU, EUROPEAN BUSINESS CORRESPONDENT

SOURCE Perrier, the French mineral water and Roquefort cheese company under siege from a FFr13.5 billion hostile takeover bid by Nestlé and Banque Indosuez, yesterday complained to the French competition council that a Nestlé takeover would be anti-competitive.

Perrier also said that an agreement reached between Nestlé and BSN, the French food group, under which Nestlé would sell Perrier's Volvic mineral water brand to BSN, should be annulled. Jacques Vincent, the chairman of Perrier, criticised the deal as an attempt to establish a "duopoly" in the mineral water industry. Nestlé has consistently denied allegations that the Perrier bid would raise competition issues.

M Vincent, who is also chairman of Exor, Perrier's largest shareholder, controlled by Italy's Agnelli family, said his preferred solution was for Saint Louis, the paper and sugar group, to increase its stake in Perrier from 13.8 per cent at present to around 20 per cent.

Saint Louis forms part of an alliance around Exor, which holds just under 50 per cent of Perrier, and an increase in Saint Louis' stake would give this Agnelli-led alliance absolute control. There is, however, some uncertainty as to whether this association in fact constitutes a formal concert party.

Nestlé launched legal action to block the Saint Louis' share purchase earlier this month.

Nestlé's takeover bid, as well as other recent share purchases in Perrier, are now the subject of a series of investigations by a variety of French authorities, and it seems likely that the battle could in the end be decided by the regulators and the law courts, rather than the shareholders.

Two join board of News Corp

Two prominent international businessmen have been appointed to the board of The News Corporation, the international media group that owns *The Times*.

Aatos Erkko is the chairman and chief executive of The Sanoma Group, which is Finland's biggest privately owned media group and publishes the country's most prominent newspaper. Mr Erkko is also vice-chairman of Kymmene Corporation and a director of Finnair.

Hamish Maxwell is a director and chairman of the executive committee of Philip Morris Companies, having retired from the posts of chairman and chief executive last year. Mr Maxwell is also a director of Bankers Trust New York Corporation and Bankers Trust Company.

Rupert Murdoch, chairman and chief executive of News Corp, said their counsel would be extremely valuable to the company.

County loss

County NatWest faces a book loss of almost £7 million after disposing of its beneficial shareholding in Richmond Oil & Gas, the American natural resources company. County was left with the shares as underwriter of a £31 million rights issue in 1990 that failed when six placees apparently reneged on a commitment to take stock.

Joint venture

American Barrick Resources and Newmont Gold have agreed in principle to the joint development of their adjacent gold properties on the Carlin Trend, Nevada.

Fleming trust

Robert Fleming today launches the offer for subscription for Fleming Income & Capital Investment Trust.

Profits slip

Huntingdon International Holdings' first-quarter pretax profits fell from £4.07 million to £3.58 million.

Tomkins buys

Tomkins is paying £11 million for the 60 per cent it does not own in Guest & Chrimes.

Drive launched to hire disabled

BY ROSS TIEMAN, INDUSTRIAL CORRESPONDENT

TWENTY-ONE companies, including some of Britain's largest financial institutions, are to step up recruitment of disabled people and promote their career development.

The public commitment by the companies amounts to a recognition that employers have too often cold-shouldered Britain's 6.2 million disabled adults. According to government figures, only 36 per cent of disabled men and 31 per cent of disabled women are in work.

The drive to increase the proportion of disabled people who are employed is being mounted under the umbrella of the Employers' Forum on Disability, a group which originated with Prince Charles's Business in the Community initiative.

The Agenda on Disability was launched yesterday at a London presentation attended by John Major, the prime minister.

The companies have also promised to develop more constructive attitudes towards the disabled among their existing employees and to hold an annual, board-level audit of equal opportunities achievements.

They will publish details in their annual reports to shareholders and intend to pool their experiences in a *Blueprint of Best Practice*, which will be available to other firms later this year.

The companies committed to the agenda are: Anglia Television, Arco Chemicals Europe, B&Q, Bank of England, Barclays Bank, Boots, British Rail, Brook Street Bureau, Grand Metropolitan, Hampshire TEC, London Electricity, London Weekend Television, Midland Bank, National Westminster Bank, Nationwide Building Society, Rank Xerox (UK), the Post Office, the Royal Bank of Scotland, TSB Group, Welcome, and the Woolwich building society.

Home loan for Tate chief queried

BY MARTIN WALLER

THE normal air of sweetness and light at the well-attended Tate & Lyle annual meeting was soured yesterday by shareholder protests over the purchase, for as much as £1 million, of a London home for the new managing director and chief executive-elect, Stephen Brown.

One shareholder attacked directors of the food group, best known for its sugar and sugar substitutes, over the "sweetener" that the meeting was asked to approve. "It's a large amount, and I question the wisdom of the board," she said, to murmurs of agreement.

Neil Shaw, the Tate chairman, said he had himself benefited from a similar deal when hired by his predecessor, Lord Jellicoe, in 1980 and required to move from Toronto to London.

Mr Shaw said that such arrangements were "fundamental to the management of a company, in terms of getting the best people to come and run the business." He said they were put in place for "many, many" employees.

A special resolution, passed with a few opposing hands raised, allows Mr Brown and the company to pay up to £1 million for a home.

He would subsequently have the option to buy out the company's share at the market value.

Mr Shaw said Mr Brown was moving from Cleveland, Ohio, where housing was very much cheaper, to somewhere in London that was convenient for the company's City headquarters. Tate was therefore "bridging the gap" between the two housing markets.

"The money is an investment of Tate & Lyle in housing, and I suspect it will be a good investment. He will have to buy it at the going price. This is general practice in North America and Europe," he said.

Mr Brown defended the arrangement after the meeting. He will sell his current home in Cleveland, worth between $450,000 and $500,000 and put the proceeds towards a London home once he has found one. The company will make up the difference. "It certainly won't be a better house than I have at the moment," he said.

Other shareholders were less happy. "I'm in favour of companies paying for people being moved," said Frederick Coombs later. "I feel that it's up to the individual to establish himself afterwards and not for the company to carry him."

He said he thought the sum of £1 million was excessive, and that something closer to £250,000 would have been more "logical".

Jellicoe: former chief

Shaw: similar deal

TEMPUS

Varied portfolio protects WH Smith

WH SMITH'S £148 million cash call last May, the only one in its 200-year history, gave a well timed boost to pre-tax profits for the six months to end-November, but even without it, the results would have been respectable.

Trading profit in the period rose 5.5 per cent to £53.6 million on sales up 7.1 per cent at £1 billion. The 43.6 per cent rise in pre-tax profits to £50.1 *million* was largely due to the fall in the interest charge from £15.6 million to £2.6 million. Earnings per share grew 23.4 per cent to 13.7p and the interim dividend, which was not increased in the previous year, rose 7.5 per cent *to* 4.3p.

Smith's portfolio of businesses gives it some protection *against* recession and the retail businesses that suffered most in the first half, Do It All and Our Price Music, were compensated for by the WH Smith retail chain and the distribution business.

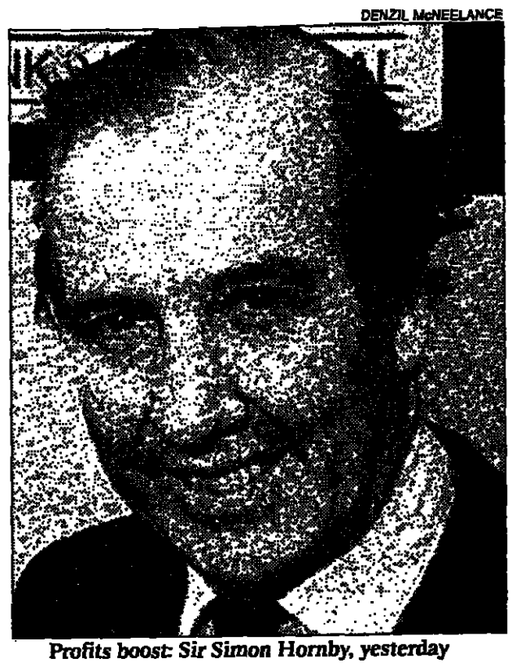
Overall retail profits fell 4.6 per cent to £37.5 million on sales up 7.6 per cent at £594 million. The fall in profits was mainly due to the slump in the recorded music market. However, while the recorded music market fell 2 *per cent in Britain in the past* 12 months, the market for books increased 6.2 per cent and the sell-through video market increased 25 per cent.

The group, whose chairman is Sir Simon Hornby, did well in America, where trading profits rose 26.7 per cent to £1.9 million. The distribution business in Britain also had a good first half with profits up 12.7 per cent to £15.1 million on sales up 7.6 per cent at £445 *million.*

The DIY business presents more of a problem in the longer term. Smith's 50 per cent share of Do It All made *profits of only £100,000* compared with £3.1 million on sales of £97.9 million, down 9.3 per cent.

The A shares, down 1p at 458p, are trading on 15.1 times earnings assuming pre-tax profits of £115 million (Goldman Sachs) *for the* current year. The shares, which have risen steadily *over the past 12 months,* look fairly valued. Those who took up their rights at 300p can give themselves a pat on the back.

DENZIL McNEELANCE



Profits boost: Sir Simon Hornby, yesterday

Gardiner

THE Gardiner Group, after three rights issues in just two years, could not afford to disappoint investors. Yet that is exactly what has happened and in the most bizarre fashion.

An accounting error led Gardiner to think its year-end profit would be £7.5 *million to £8 million.* The mistake, related to the consolidation of acquired businesses, was disovered at a late stage, but was not *communicated to the City* and investors, whose expectations were inevitably too high. So, when profits of £6 million were reported for the year to end-October, the shares slumped from 54p to 42p, a 12-month low.

The gravity of the error is compounded by the fact that the company tapped its shareholders for £10.6 million in June on the back of a *50 per cent increase in interim* profits. By the year end, the increase at the pre-tax level was just 16.5 per cent, while earnings per share have fallen 16 per cent to 4.25p post-rights.

The episode has severely *damaged confidence in* a company that had enjoyed a large amount of goodwill in the City through its cautious expansion in Britain and Europe and a refusal to chase business by *competing on* price. Ian Nellist's resignation as finance director illustrates how seriously the company has taken this setback.

Investors should not overlook a cautious statement on trading prospects in Britain, where bad debts cost £400,000 last year and will *continue to be* a factor this year.

Profits of £7 million this year imply a p/e of 10. The discount to the sector is unlikely to narrow until the company can convince its followers that it is back on *the right track.*

Allied Textile

ALLIED Textile Companies' 12-year growth run has come to an end with pre-tax profits *of £13.16 million for the year* to end-September compared with an adjusted £13.69 million. The *dividend keeps* marching ahead, however, this time from a total 12p to 12.3p a share.

The setback was not because of weaker core activities, as profits from textile operations rose from £8.3 million to £8.5 million, but rather because of the modest £700,000 slip in financial profits earned on the group's still comfortable pile of cash and near cash.

Allied also charged £750,000 above the line for reorganisation moves after a year when wool values halved, which, in turn, saw *turnover* ease from £115.3 million to £112.2 million.

The year ended with cash balances of £24.2 *million,* against £25.4 million, and *they* have since risen to £25.5 million, despite the group having spent £4 million on two *acquisitions* in *France* and Belgium recently. Cash balances have also been swelled by the sale of a property.

Allied now owns 3 per cent of Sirdar, the wool company, on which it is showing a profit. Meanwhile, the accounting policy has changed *to reflect* the unrealised roll-up gain on current asset investments through the *profit* and *loss account,* which saves having to hunt for a note to the accounts.

Allied is not dedicated to holding on to its cash pile just for the sake of it, though John Corrin, chief executive, says the pile will be used only *when suitable opportunities* arise.

The attention to higher margin products partly explains why textile profits were able to move ahead in a generally tough year for the trade, so if trading *conditions improve in* 1992, profits should move ahead under their own steam.

This year's outcome *could* be £13.7 million pre-tax to put the shares at 428p, up 7p, on 13 times prospective earnings, which looks well *ahead.*

STOCK MARKETS

LMS nets £45m from First Leisure sale

SHARES in **London Merchant Securities**, the investment holding company, rose 2p to 73p after the news that it had raised £45 million by the sale of part of its holding in Lord Delfont's **First Leisure**, which ended 6p lower at *296p*. Cazenove, the company's broker, placed 15.5 million shares, or 10 per cent of the equity, with various institutions. The sale represents a surplus of £21 million over book value and £37 million above cost.

Medeva, the fast-growing pharmaceuticals group that was recommended in Tempus this month at 228p, rose 15p to 265p. Bernard Taylor, the chairman, has given a presentation for institutions. The word is that Medeva intends to be a member of the FT-SE 100 index within two years.

LMS will retain 23.8 million shares, or 15.24 per cent, worth £70 million. The disposal was made for investment purposes. LMS's stake in First Leisure represented more than half of its stock market value.

The rest of the equity market was left *nursing small* losses, although dealers said the final picture could have been a lot worse. The FT-SE 100 index finished 5.5 points *down at 2,546.5 as turnover* reached 549 million shares.

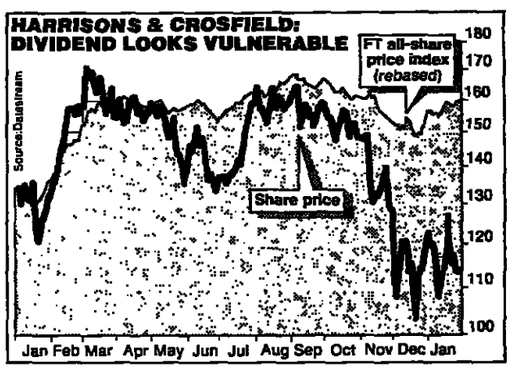
Government securities sported gains of £⅛ at the longer end with the Government *Broker selling further* tranches of the new tap.

Lucas Industries, the aerospace and automotive components group, fell 6p to 112p *after a downgrading by* UBS Phillips & Drew, the broker, for the current year.

Fisons continued to recover from recent losses in the wake *of this* week's *decision* by medical authorities to allow production of Opticrom, its eye treatment, to resume. The shares rose 13p to 382p.

ICI lost another 8p to £12.54 in reaction to this week's announcement from Hanson that it did not intend to follow up last year's acquisition of a near 3 per cent stake in ICI with a full bid. **Hanson's** shares also remained a weak market, losing 5p at 203p. The speculators believe that **Allied-Lyons** remains the most likely bid target for Hanson. The price recovered from an early fall to close 3p firmer at 645p. Persistent worries about companies facing a cut in their dividends continued to unsettle the market. **BET**, the industrial services group, which was the subject of several profit downgradings on Monday, fell a further 8p to 151p — making a two-day loss of 25p.

HARRISONS & CROSFIELD: DIVIDEND LOOKS VULNERABLE



Similar worries hurt **Harrisons & Crosfield**, the overseas trader, which finished 4p cheaper at 111p after County NatWest WoodMac, the broker, halved its forecast of the final dividend. County says that, if the group fails to cut its dividend for 1991, it could face a sizable advanced corporation tax *problem this* year resulting in a high tax charge and an uncovered dividend for two years running.

County says that **Trafalgar House**, *up 4p at 135p,* **Suter**, unchanged at 127p, and **Norcros**, 1p firmer at 125p, are also at risk.

Lonrho, which began the *scare last week* by cutting its payout, slid another 8½p to 115p, shaken by reports that it was about to lose its lucrative Volkswagen/Audi franchise. But Paul Spicer, a *director,* said the group *had* not been given notice to terminate the deal. Talks are on to renew the contract which runs out at the end of 1993. *The franchise is estimated to* account for one-fifth of Lonrho's turnover.

WH Smith's A lost an early lead to finish 1p lighter at *458p despite reporting* an increase in half-year pre-tax profits from £34.9 million to £50.1 million. Profits were helped by a drop *in* interest charges from £15.6 million to £2.6 million. But chairman Simon Hornby said consumer confidence remained at a *low ebb.*

Dowty, the aerospace and electronics group, fell 7½p to 135p after Smith New Court, the broker, cut its pre-tax profit forecast for the current year to March by £3 million to £19 million and for the year after by £6 *million to £27 million.* Smith blamed difficult trading conditions and increased debts.

MICHAEL CLARK

MAJOR CHANGES

RISES:

Citicorp	862p (+18p)
Bowater	730p (+11p)
Fisons	382p (+13p)
Medeva	264p (+14p)
Volex	289p (+11p)
Powell Duffryn	295p (+7p)
News Intl	290p (+9p)
Scot TV	755p (+15p)

FALLS:

Carlton Comm	549p (-20p)
Eurocamp	315½p (-11½p)
J Waddington	177p (-9p)
Shell	484p (-8p)
Lex Service	214p (-9p)
Savoy Hotel 'A'	635p (-8p)
Auto Sec	133p (-8p)
Grand Met	944p (-15p)
SA Breweries	963p (-15p)
Meyer Int	390p (-10p)
Rank Org	595p (-14p)
Sedgwick	214p (-12p)

Closing Prices..Page 25

FT-SE 100 VOLUMES

Abbey Natl	641	Courtaulds	737	MEPC	145	Sainsbury	2,500
Alld-Lyons	1,100	Enterpr Oil	202	Marks Spr	2,800	Scot & New	538
Anglian W	1,500	Eurotnnl U	75	Midlnd Bk	281	Scot Power	3,900
Argyll Gp	3,500	Fisons	8,300	NFC	398	Sears	4,700
Arjo Wiggn	314	Forte	832	NatWst Bk	3,700	Svrn Trent	1,100
AB Foods	36	GRE	1,900	Nat Power	2,700	Shell Trans	3,000
BAA	1,800	GUS A	308	Nth Wst W	500	SmKl Bch	2,500
BAT Inds	1,900	Gen Acc	117	Nthrn Fds	513	Smith Nph	2,000
BET	6,000	Gen Elec	8,900	P & O	567	Smith (WH)	978
BOC	514	Glaxo	2,400	Pearson	978	Sun Allnce	457
BP	9,600	Grand Met	3,400	Pilkington	1,700	TSB	4,400
BTR	2,600	Guinness	1,000	PowerGen	965	Tarmac	3,100
Bk of Scot	1,400	Hanson	12,000	Prudential	3,100	Tate & Lyle	2,100
Barclays	557	Hillsdown	3,000	RMC	174	Tesco	5,600
Bass	1,500	ICI	1,300	RTZ	838	Thames W	2,200
Blue Circle	1,700	Inchcape	484	Rank Org	827	Thrn EMI	200
Boots	1,200	Kingfisher	368	Reckitt Col	875	Tomkins	3,500
Brit Aero	709	LASMO	1,400	Redland	394	Traf House	2,400
Brit Airwys	3,800	Ladbroke	734	Reed Intl	349	Unilever	1,700
Brit Gas	5,100	Land Secs	327	Rentokil	257	Utd Bisc	614
Brit Steel	6,900	Laporte	113	Reuters	404	Vodafone	2,100
Brit Tele	4,500	Legal & Gn	1,400	Rolls Royce	3,700	Wellcome	364
Cable Wire	1,100	Lloyds Bk	872	Rothmans	774	Whitbd 'A'	759
Cadbury	719	Lonrho	15,000	Royal Ins	3,100	Wlms Hld	3,600
Cm Union	1,500	MB Cardn	213	Ryl Bk Scot	659	Willis Crrn	123

MAJOR INDICES

New York (midday)
Dow Jones .... 3275.49 (+3.35)
S&P Composite .... 416.55 (+1.59)

Tokyo:
Nikkei Av'ge . 21362.26 (-28.26)

Hong Kong:
Hang Seng ...... 4571.13 (-15.20)
FTSE Euro 100 1132.85 (-10.37)

Amsterdam:
CBS Tendency .... 121.1 (-0.9)

Sydney: AO .... 1622.1 (-3.8)

Frankfurt: DAX 1672.40 (-10.68)

Brussels:
General .... 5865.10 (-2.92)

Paris: CAC .... 508.41 (+4.43)

Zurich: SKA Gen .... 466.7 (-3.1)

London:
FT A All-Share .. 1217.03 (-2.96)
FT 500 .... 1369.89 (-3.03)
FT Gold Mines .... 148.9 (-4.4)
FT Fixed interest . 100.68 (+0.70)
FT Govt Secs .... 87.90 (+0.06)
Bargains 27388
SEAQ Volume 549.7m
USM (Datastrm) . 138.45 (+0.03)

TRADITIONAL OPTIONS

First Dealings	Last Dealings	Last Declaration	For Settlement
January 20	*January 31*	*April 23*	*May 5*

Call options were taken out on 29/1/92: Amber Day, Fisons, GMK, GRE, Ibstock Johnsen, LEP, Lonrho, Lovell, Psion. **Puts:** ADT, Atwoods, Birse, Conroy Pet, Powerscreen. *Put & Call:* Atwoods.

LONDON FINANCIAL FUTURES

	Period	Open	High	Low	Close	Volume
FT-SE 100 Previous open interest: 36185	Mar 92	2585.0	2585.0	2562.0	2578.0	6400
	Jun 92				2612.5	0
Three Month Sterling Previous open interest: 194169	Mar 92	89.84	89.84	89.76	89.80	32902
	Jun 92	90.13	90.13	90.08	90.12	9514
	Sep 92	90.44	90.44	90.39	90.43	2846
Three Mth Eurodollar Previous open interest: 38517	Mar 92	95.88	95.91	95.87	95.89	1917
	Jun 92	95.69	95.73	95.67	95.72	1326
Three Mth Euro DM Previous open interest: 219129	Mar 92	90.63	90.63	90.57	90.61	6985
	Jun 92	91.13	91.14	91.03	91.07	13620
US Treasury Bond Previous open interest: 4456	Mar 92	102-18	102-26	102-12	102-22	2865
	Jun 92				101-19	0
Long Gilt Previous open interest: 54224	Mar 92	97-20	97-24	97-10	97-18	33647
	Jun 92	97-25	97-25	97-19	97-25	91
Japanese Govmt Bond	Mar 92	103.30	103.39	103.30	103.37	485
	Jun 92				103.23	0
German Govmt Bond Previous open interest: 121210	Mar 92	88.55	88.56	88.32	88.37	58473
	Jun 92	89.00	89.00	88.79	88.83	0
Three month ECU Previous open interest: 7699	Mar 92	89.92	89.93	89.79	89.83	681
	Jun 92	90.50	90.52	90.40	90.40	331
Euro Swiss Franc Previous open interest: 29737	Mar 92	92.57	92.57	92.44	92.47	3787
	Jun 92	92.85	92.85	92.73	92.74	2120
Italian Govmt Bond Previous open interest: 21626	Mar 92	98.88	98.88	98.63	98.72	5297
	Jun 92	98.85	98.85	98.78	98.81	31

LONDON TRADED OPTIONS

	Series	Calls Apr	Calls Jul	Calls Oct	Puts Apr	Puts Jul	Puts Oct
Alld Lyon	600	65	79	93	13	25	31
(*644)	650	34	50	65	33	49	54
ASDA	34	6	-	-	5	-	-
(*35)	43	2½	-	-	11	-	-
Bass	525	36	46	62	12	19	22
(*546)	550	22	33	47	25	33	35
Boots	420	55	62	70	4½	10½	12
(*461)	460	26	33	45	16	24	26
Br Airways	220	27	32	36	7	12	14
(*238)	240	14	19	26	15	21	23
BP	280	18	23	27	9	14	19
(*290)	300	9	13	17	22	26	30
Br Steel	70	11	12½	15	2½	4½	5½
(*77)	80	4	7½	10	7½	9	10
C & W	550	60	72	94	11	20	23
(*597)	600	32	42	56	31	40	45
CU	460	18	30	33	28	32	38
(*457)	500	5	14	20	60	60	65
Courtauld	500	47	56	70	12	20	23
(*529)	550	20	31	43	35	43	45
GKN	300	20	26	32	17	19½	27
(*314)	330	7	14½	18½	37	40	44
Grnd Met	950	48	73	92	33	44	52
(*946)	1000	26	50	69	62	70	75
ICI	1250	49	79	98	64	72	94
(*1259)	1300	29	59	74	97	105	120
Kingfishr	500	45	50	62	13	20	24
(*522)	550	16	26	37	35	45	47
Ladbroke	200	23	27	32	8	12	15
(*214)	220	12	17	22	17	22	25
Land Sec	460	34	40	47	9	19	22
(*474)	500	13	18	28	30	42	45
M & S	280	25	31	39	6½	12	14
(*295)	300	15	20	27	15	20	22
Sainsbury	360	29	34	42	9	14	17
(*374)	390	13	19	28	26	30	33
Shell	460	30	44	50	11	15	20
(*494)	500	11½	23	29	37	39	42
Smkl Bch	900	58	95	112	31	42	50
(*918)	950	34	59	84	57	67	72
Storehse	100	14	17	19	4	8	9
(*107)	110	7½	11	14	10	12	14
Trafalgar	130	17	21	26	9½	15	19
(*137)	140	12	16	22	15	21	24
Ultramar	280	20	-	-	18	-	-
(*286)	300	13	22	-	32	-	-
Unilever	900	52	73	96	25	33	38
(*921)	950	29	48	69	53	59	63
Utd Bisc	390	33	38	47	11	15	19
(*408)	420	15	23	31	25	31	36

	Series	Calls Feb	Calls May	Calls Aug	Puts Feb	Puts May	Puts Aug
BAA	500	53	68	74	1½	6½	13
(*550)	550	13	35	42	14	25	31
BAT Ind	600	52	64	71	3	16	24
(*649)	650	16	35	42	18	36	47
BTR	420	13	23	32	9	22	25
(*424)	460	1½	9	15	41	49	50
Br Aero	280	14	26	34	14	36	42
(*279)	300	6	17	26	28	50	55
Br Telcm	300	28	39	46	2	5½	9½
(*325)	330	6	18½	26	10	15½	21
Cadbury	420	33	43	57	5	18	21
(*446)	460	10	25	40	23	36	40
Guinness	525	26	40	-	7	18	-
(*547)	550	10	26	39	17	30	33
GEC	200	6½	14½	17½	4	7½	12
(*202)	220	1	5½	-	20	20½	-
Hanson	200	8	16	18½	4½	9	10
(*203)	220	1½	7	10	19	19½	21½
LASMO	240	14	23	29	6½	18	23
(*249)	260	5	14	19	19	31	34
Lucas	110	6½	12	15	4½	8	9
(*112)	120	3	7	11	11	14	15
P & O	420	22	35	41	7	26	30
(*427)	460	5	15	25	31	50	55
Pilkingtn	140	5	14	16	8	13	17
(*138)	160	2	6½	9	24	26	31
Prudential	220	16	20	25	2½	9½	12
(*235)	240	4	9½	15½	12½	21	23
Racal Elc	47	3	-	-	2	-	-
(*47)	51	1½	-	-	5	-	-
RTZ	500	33	43	55	5	20	24
(*532)	550	7	21	31	29	47	50
Scot New	420	18	34	43	6	15	22
(*425)	460	3½	16	23	35	37	43
Tesco	240	14	22	28	3½	9	12
(*248)	260	4	11	-	14	19	-
Thames W	350	22	-	-	5	-	-
(*368)	370	8½	-	-	16	-	-
Vodafone	330	21	36	42	3	11	16
(*347)	360	5	30	26	19	27	32

FT-SE INDEX (*2545)

	2400	2450	2500	2550	2600	2650
Calls						
Jan	141	92	43	11	2	½
Feb	166	123	87	55	32	18
Mar	192	153	118	88	62	43
Apr	227	180	154	123	96	73
Puts						
Jan	1	2½	5	20	68	120
Feb	14	20	34	55	85	118
Mar	30	40	56	77	108	137
Apr	45	57	73	92	116	145

	Series	Calls Mar	Calls Jun	Calls Sep	Puts Mar	Puts Jun	Puts Sep
Abby Nat	280	18	24	28	9	13	16
(*290)	300	6½	14	18	21	24	27
Amstrad	25	6	8	9½	3	4	5½
(*28)	30	3½	5	6	5½	7	8
Barclays	360	32	36	42	8½	15	22
(*385)	390	13	22	26	25	30	35
Blue Circ	260	14	19	26	13	22	25
(*259)	280	6	11½	-	26	33	-
Br Gas	240	14	19	23	6½	12	15
(*247)	260	5	9½	14	19	25	27
Dixons	220	16	26	30	9	13	17
(*225)	240	7	17	30	13	24	26
Eurotnnl	460	32	58	73	23	35	43
(*462)	500	22	38	55	47	58	70
Forte	220	14	20	24	6	12	15
(*228)	240	5	10	14	17	22	26
Glaxo	850	37	72	95	49	65	90
(*849)	900	20	52	73	82	95	110
Hawker	750	70	70	-	3	9	-
(*816)	800	22	30	-	-	-	-
Hillsdwn	140	22	27	28	4	7½	10
(*157)	160	8	13	16	9	20	18
Lonrho	120	10	16	21	14	21	22
(*115)	130	7	12	17	21	26	30
Midland	220	14	25	30	13	19	23
(*220)	240	8	16	21	26	30	33
Reuter	1050	62	100	123	33	54	68
(*1080)	1100	33	72	97	60	80	90
R-Royce	140	11	13	17	9	12	14
(*145)	160	2½	6	-	23	25	-
Sears	90	11	13	14	3	7	8
(*97)	100	3½	7	8½	7	12	13
Thrn Emi	800	39	64	72	14	24	37
(*818)	850	15	38	45	41	49	61
TSB	130	8	13	14½	5½	8½	13
(*133)	140	3	8	11	11½	13½	17
Vaal Reefs	60	7	10½	11½	2	5½	6½
(*$66)	70	3½	6	7	8	12	13
Wellcome	1100	62	107	137	45	67	77
(*1121)	1150	37	84	111	67	95	100

	Series	Calls Apr	Calls Jul	Calls Oct	Puts Apr	Puts Jul	Puts Oct
Fisons	360	36	49	60	16	20	25
(*382)	390	21	33	44	30	33	36

	Series	Calls Feb	Calls May	Calls Aug	Puts Feb	Puts May	Puts Aug
Eastrn Elc	200	31	38	41	2	3½	6½
(*225)	230	6	15½	-	9	13	-

	Series	Calls Mar	Calls Jun	Calls Sep	Puts Mar	Puts Jun	Puts Sep
Natl Pwr	215	15	24	25	6	10	12
(*224)	235	5	12	14	18	19	23
Scot Pwr	100	6½	11½	13	4½	7	10
(*103)	110	2½	5½	7	10½	13	17

January 29, 1992 Tot: 28724 Calls 13913 Puts 14811 FT-SE Calls 2199 Puts 6269
*Underlying security price.

COMMODITIES

REPORT: Cocoa futures closed with small gains after a routine afternoon's trading, which lacked the trade selling *seen over the past two days. Raw sugar futures were hovering* near the lower end of their current band in quiet trade. With no fresh news wheat futures traded just 80 lots all day. Barley *followed in a similiar pattern trading only 35 lots.*

LONDON FOX

COCOA

Mar	723-722	May	880-878
May	750-749	Jul	897-894
Jul	778-777	Sep	915-913
Sep	801-799	Dec	939-934
Dec	833-831		
Mar	862-860		Volume: 2104

COFFEE (ROBUSTA)

Sep	unq	May	unq
Nov	unq	Jul	unq
Jan	526-525	Sep	unq
Mar	530 BID		Volume: 1706

RAW SUGAR (FOB)

C Czarnikow		Oct	187.2-86.2
Spot: 176.6		Dec	185.0-84.0
Mar	183.6-83.4	Mar	183.0-82.0
May	184.4-84.0	May	182.0-80.0
Aug	186.4-85.6		Volume: 488

WHITE SUGAR (FOB)

Reuters		Oct	260.5-59.8
Spot: 258.4		Dec	262.0-60.3
Mar	264.5-64.0	Mar	262.5-61.1
May	268.0-67.0	May	265.0-63.5
Aug	271.5-71.2		Volume: 906

MEAT & LIVESTOCK COMMISSION

Average livestock prices at representative markets on January 29

(p/kg lw)	Pig	Sheep	Cattle
GB.	96.59	108.37	107.37
(+/-)	+10.30	-5.50	-1.96
Eng/Wales:	96.59	108.52	107.31
(+/-)	+10.30	-5.76	+1.84
(%)	-13.7	+12.9	-8.7
Scotland:	n/a	107.76	107.73
(+/-)	n/a	+4.48	+2.66
(%)	n/a	-1.3	-19.8

LONDON MEAT FUTURES

Live Pig (£/kg)

	Open	Close		Open	Close
Feb	118.0	119.3	Apr	115.5	116.0
Mar	117.0	117.8			Volume: 80

GNI LONDON GRAIN FUTURES

WHEAT (close £/t)

Mar	127.15
May	130.60
Jun	132.15
Sep	112.15
Nov	115.60
Volume: 80	

BARLEY (close £/t)

Mar	119.50
May	122.25
Sep	108.40
Nov	112.00
Jan	115.00
Volume: 35	

HI-PRO SOYA (close £/t)

Feb	128.00
Apr	128.50
Jun	123.50
Aug	124.50
Oct	126.00
Volume: 110	

POTATO

(£/t)	Open	Close
Mar	unq	113.6
Apr	118.0	118.4
May	unq	137.4
		Volume: 25

RUBBER

No 1 RSS Cif (p/kg)
Mar 51.50-51.00

LONDON OIL REPORTS (ICIS-LOR) - London 6.00pm: A rather mixed collection of American stock figures had an adverse effect on a thinly traded pre Opec market.

CRUDE OILS ($/barrel FOB)

Brent Physical	18.25	-0.20
Brent 15 day (Feb)	18.25	-0.20
Brent 15 day (Mar)	18.05	-0.20
W Texas Intermediate (Mar)	18.90	-0.35
W Texas Intermediate (Apr)	19.05	-0.30

PRODUCTS ($/MT)

Spot CIF NW Europe (prompt delivery)

Premium Gas .15	Bid: 198 (-2)	Offer: 202 (-2)
Gasoil EEC	174 (-1)	175 (-1)
Non EEC 1H Feb	177 (-2)	178 (-1)
Non EEC 1H Mar	176 (-2)	177 (-1)
3.5 Fuel Oil	62 (n/c)	64 (n/c)
Naphtha	180 (-1)	182 (-1)

IPE FUTURES

GAS OIL

Feb	173.75-73.50	Jun	165.50 BID
Mar	171.50-71.25	Jul	168.00-67.00
Apr	168.00 BID	Aug	170.00-68.00
May	166.00-65.75		Vol: 5133

BRENT

Feb	18.25-18.35	Apr	18.00-18.05
Mar	18.10-18.15		Vol: n/a

BIFFEX

GNI Ltd ($10/pt)

	High	Low	Close
Jan 92	1458	1452	1452
Feb 92	1458	1437	1450
Mar 92	1485	1477	1485
Apr 92	1504	1495	1504

Vol: 209 lots. Open int'st: 2593 Index 1447 -21

FOX MGMI INDEX

Nov	Bid: unq	Offer: ...
Jan	Bid: unq	Offer: ...
Jun	Bid: unq	Offer: ...
(5pm prices)		Volume: unq

LONDON METAL EXCHANGE

(Official) (Volume prev day)	Cash	3mth	Rudolf Wolff
Copper Gde A (£/tonne)	1215.0-1215.5	1243.0-1243.5	Vol: 924275
Lead (£/tonne)	280.50-280.75	292.00-293.00	35525
Zinc Spec Hi Gde ($/tonne)	1177.0-1179.0	1168.0-1169.0	381750
Tin ($/tonne)	5473.0-5475.0	5530.0-5535.0	3955
Aluminium Hi Gde ($/tonne)	1264.5-1265.5	1289.0-1290.0	928775
Nickel ($/tonne)	7665.0-7670.0	7740.0-7750.0	20190

WALL STREET

Early setback for Dow

New York — Blue chips suffered moderate losses in early trading on profit-taking and sell programs. The Dow Jones industrial average slid 13.14 points to 3,259 after *falling to 3,255.*

☐ **Tokyo** — Prices ended mixed after a lacklustre day that saw the Nikkei index wander aimlessly up and down. The Nikkei slipped 28.26 points, or 0.13 per cent, to 21,362.26.

Turnover rose to about 180 million shares, compared with 164 million on Tuesday.

Rising shares outnumbered falling ones by a small margin, with 469 higher, 408 lower and 218 unchanged.

☐ **Hong Kong** — Shares ended moderately lower as early gains were erased by profit-taking. The blue-chip Hang Seng index fell 15.20 points to 4,571.13, while the broader Hong Kong index lost 10.04 to 2,984.15.

☐ *Frankfurt — Prices dipped* by slightly more than half of one percentage point. The Dax index was 10.68 points lower at 1,672.40. *(Reuter)*

	Jan 29 midday	Jan 28 close
AMP Inc	65	64¼
AMR Corp	70¾	71¼
Abbott Labs	62	61½
Aetna Life	45⅝	45½
Ahmanson (HF)	17⅞	17⅞
Air Prod & Chem	80⅞	80½
Albertson's	38⅞	38¾
Alcan Alumnm	21	20⅞
Alco Standard	35⅝	35⅝
Allied Signal	49¼	47⅞
Alum Co of Am	67⅞	67⅞
Amax	20⅞	20¼
Amerada Hess	46½	46½
Amer Brands	45¾	45⅞
Amer Cyanamid	61⅞	62
Amer El Power	32⅞	32⅞
Amer Express	22¼	22½
Amer Genl Corp	42½	42⅞
Amer Home Pr	80⅝	79⅞
Amer Intl	92⅛	91¼
Amer Stores	32⅝	32⅞
Amer T & T	38⅝	37⅞
Ameritech	63⅞	63¼
Amoco	47⅝	47¾
Anheuser-Busch	58¼	58⅞
Apple Computer	65¼	65¼
Archer Daniels	30⅝	30½
Arkla	10⅝	10¼
Armco	5	5⅛
Armstrng Wrld	29¾	28¼
Asarco	22⅝	23⅝
Ashland Oil	31¼	31⅛
Atl Richfield	109⅝	110⅝
Auto Data Pro	43¼	43
Avery Dennison	25¼	24¼
Avon Products	48½	47⅞
Baker Hughes	20⅞	20
Baltim Gas & El	32¼	32¼
Banc One	50	50⅝
BankAmerica	40⅞	39½
Bank of NY	38⅝	38½
Bankers Tr NY	64⅛	64⅝
Barnett Bks Fl	34	33½
Bausch & Lomb	54⅝	55⅝
Baxter Intl	36	35¼
Becton Dicknsn	70⅝	70⅞
Bell Atlantic	46⅝	46
BellSouth	50	49⅞
Black & Decker	23⅞	21⅞
Block (H&R)	36⅞	39⅞
Boeing	53	53⅝
Boise Cascade	24½	24⅝
Borden Inc	33¾	33⅝
Bristol Myrs Sq	81⅝	80⅝
Browning Ferris	22⅞	22⅝
Burlington Nthn	41½	41
CBS	141⅝	141⅝
CNA Financial	94⅞	93½
CPC Intl	84⅞	84⅞
CSX	57⅞	57½
Campbell Soup	40¼	40¼
Can Pacific	15⅝	15¼
Cpl Cities ABC	430	420
Cpl Holdings	59⅝	59¼
Carolina Pwr	50	50
Caterpillar	46⅝	46⅝
Central & SW	53	53
Champion Intl	25⅞	25⅝
Chase Manhat	21¼	21¼
Chemical Bk	28⅞	28⅞
Chevron Corp	64¾	65½
Chrysler	15⅝	15⅞
Chubb Corp	70⅝	70¼
Cigna Corp	56⅝	57¼
Citicorp	15⅝	15½
Clorox	44⅞	46⅝
Coastal Corp	24½	24⅞
Coca Cola	73⅞	73⅝
Colgate Palm	48⅞	48⅝
Columbia Gas	18¼	18⅞
Commonw Ed	38⅞	38
Compaq Comp	32	32¼
Comp Ass Intl	15⅝	15
Conagra	34⅞	34½
Cons Edison	28⅞	28⅞
Cons Nat Gas	36½	36⅞
Cons Rail	80⅞	80⅞
Cooper Inds	56¼	56⅝
Corning Inc	64½	60½
Crown Cork	84	84
Dana Corp	32½	32⅝
Dayton Hudson	68	67⅞
Deere	50⅞	50¼
Delta Air Lines	70	70¼
Deluxe Corp	39⅛	38⅝
Detroit Edison	33⅞	33⅝
Digital Equip	51½	52
Dillard Dept St	125⅞	124⅞
Disney (Walt)	139⅞	141½
Dominion Res	37¼	37¼
Donnelley (RR)	50⅞	50¼
Dover Corp	47	41
Dow Chemicals	54	54¼
Dow Jones	29⅝	29⅝
Dresser	20	20⅝
Duke Power	33¼	33¼
Dun & Bradstreet	55⅞	55⅞
Du Pont	49½	48⅞
Eastman Kodak	48⅞	48½
Eaton Corp	69⅝	67⅝

	Jan 29 midday	Jan 28 close
Emerson Elec	56	55⅝
Engelhard Corp	35⅛	35⅝
Enron Corp	32⅝	32½
Entergy Corp	28¼	28
Ethyl Corp	24⅝	24⅞
Exxon	60⅝	60⅝
FMC Corp	49⅝	49
FPL Group	34⅞	34⅞
Federal Express	44	43
Fed Nat Mtge	68	67
First Chicago	26⅛	26
First Interstate	36⅝	35½
First Union Rty	7⅝	7½
FleetNorstar	28⅝	28⅞
Fluor Corp	46	45¾
Ford Motor	32⅞	32⅝
GTE Corp	32¼	31¾
Gannett	45⅝	45½
Gap Inc Del	52¾	52½
Gen Cinema	20⅝	20⅝
Gen Dynamics	58⅝	57¼
Gen Electric	78½	78⅝
Gen Mills	70⅞	70⅝
Gen Motors	34	34⅝
Gen Reinsurance	95⅝	96⅝
Gen Signal	56	55⅝
Genuine Parts	46⅝	45⅞
Georgia Pac	67⅞	66⅝
Gillette	49⅞	49⅝
Goodrich (BF)	43½	43
Goodyear Tire	58⅞	58⅞
Grace (WR)	42	41½
Grt Atl Pac Tea	28⅞	29
Great Wstn Fin	18½	18⅝
Halliburton	27½	27¼
Heinz (HJ)	41⅞	41⅝
Hercules	45½	45½
Hershey Foods	41⅞	42
Hewlett Packard	60⅝	60
Hilton Hotels	43½	42
Home Depot	63¼	63⅞
Homestake	15⅝	15⅝
Honeywell	71⅝	70⅞
Household Intl	50⅝	50⅞
Houston Inds	43⅝	43⅞
Humana	28⅝	28⅞
ITT Corp	58⅞	58⅝
Illinois Tool	67⅞	67⅞
INCO	32	32¼
Ingersoll Rand	59⅝	58⅝
Inland Steel	24⅛	24⅝
Intel Corp	62⅞	62⅞
IBM	93⅝	93¼
Intl Flav & Fr	99⅝	99⅝
Intl Paper	76⅛	76⅛
James River Va	22⅝	22⅞
Jhnsn & Jhnsn	106⅛	105½
K Mart	49⅝	48⅞
Kellogg	56⅝	58⅝
Kerr-McGee	37⅝	37⅞
Kimberly-Clark	48½	48⅝
Knight-Ridder	55⅞	55
Lilly (Eli)	80⅞	79⅞
Limited Inc	30	29
LIN Brdcstng	75⅛	75
Lincoln Nat	58⅝	59
Litton	94⅝	94¼
Liz Claiborne	42	42⅞
Lockheed Corp	41¼	41⅝
Louisiana Pac	58⅝	57⅞
MCI Commun	32⅝	31⅝
Marriott	18⅝	18⅝
Marsh & McLnn	76⅝	77¼
Martin Marietta	51¼	50⅞
Masco Corp	27	25⅞
May Dept St	57⅞	57⅞
Maytag Corp	16⅝	16⅝
McCaw Cellular	32⅝	32⅝
McDonalds	43⅞	43⅝
McDonnell D	71¼	70⅞
McGraw Hill	59⅝	60
Mead Corp	37½	37⅞
Medtronic	85⅛	83
Mellon Bk	38	37¼
Melville Corp	48¼	48¼
Merck Inc	155⅝	153
Merrill Lynch	60⅞	59⅞
Minnesota Mine	94⅛	94⅞
Mobil Corp	66⅝	67⅞
Monsanto	64⅞	65⅞
Morgan (JP)	62⅝	62⅝
Motorola Inc	77½	77⅝
Natl Medical	16⅝	16⅝
Natl Semi	8⅝	8
Natl Service Ind	24⅞	24⅞
Navistar Int	3¼	3⅝
NBD Bancorp	29⅝	29⅝
NY Times A	27⅞	27
Newmont Mng	45⅞	46⅝
Niag Mohawk	18½	18⅝
Nike B	73½	73¼
NL Industries	10⅝	11
Nordstrom	38⅝	39
Norfolk Sthrn	57	56⅝
Nthn State Pwr	41⅞	41⅞
Norwest Corp	35⅝	34⅞
Nynex Corp	77⅞	78
Occidental Pet	19¼	19⅝
Ohio Edison	19⅝	19¼
Oracle Systems	19⅝	18⅞

	Jan 29 midday	Jan 28 close
Oryx Energy Co	25⅝	25⅛
PNC Financial	48⅝	48⅞
PPG Industries	57⅝	57⅝
Paccar Inc	54¼	51½
Pacificorp	22½	22⅝
Pac Enterprises	25⅞	25¼
Pac Gas & Elec	31¼	31⅝
Pac Telesis	43	42⅝
Pall Corp	30⅞	30⅞
Panhandle East	14⅝	14½
Paramount Comm	43	41⅝
Parker Hannifin	32¼	32½
Penney (JC)	55⅝	54⅞
Pennzoil	53⅝	53⅝
Pepsico	33⅞	33½
Pfizer	74⅞	72⅞
Phelps Dodge	76⅝	78⅝
Philadel Elec	24⅝	24⅝
Philip Morris	77⅞	76⅞
Phillips Pet	24⅝	24⅝
Pitney Bowes	67	67
Polaroid	25⅞	25
Price Co	47⅞	47¼
Primerica	41½	42½
Procter & Gmbl	103¼	103
Pub Serv E & G	28⅞	28⅝
Quaker Oats	67¼	67⅝
Ralston Purina	54⅝	54⅝
Raychem Corp	37½	36⅞
Raytheon	84⅛	84
Reebok Intl	31⅝	30⅞
Reynolds Metals	54⅞	54
Roadway Srvcs	71	67⅝
Rockwell Intl	27⅞	27⅝
Rohm & Haas	46⅞	46⅝
Royal Dutch	82¼	82⅝
Rubbermaid	36⅝	35½
Safeco Corp	48⅝	48½
St Paul's Cos	74⅝	74½
Salomon Inc	29⅝	29⅝
Santa Fe S Pac	12⅝	12⅝
Sara Lee Corp	54⅝	53⅞
Scecorp	42	41⅝
Schering Plough	62⅝	62½
Schlumberger	60⅝	61⅝
Scott Paper	40⅝	41⅝
Seagram	121½	120⅝
Sears Roebuck	42	42⅝
Sec Pacific	34⅛	33⅝
Shell Trans	52¾	53¾
Sherwin Wlms	28⅝	27⅝
Skyline Corp	16⅝	16⅝
Snap-On-Tools	34½	34½
Southern Co	32⅞	32⅞
Sthwestern Bell	62⅝	62
Stanley Works	44⅝	44¼
Sun Company	28	28⅝
Suntrust	38½	38½
Super Valu	27¼	27⅝
Syntex Corp	48⅞	48⅝
Sysco Corp	44	43⅝
TRW Inc	43	43⅝
Tandem Comp	13	12⅞
Tandy Corp	25⅝	25¼
Telecom Corp	1⅛	1½
Teledyne	25⅝	25¼
Temple Inland	54¼	54½
Tenneco	36½	36⅝
Texaco	61¼	62⅝
Texas Inst	35¼	34½
Texas Utilities	40	39⅝
Textron	37⅞	37⅝
Time Warner	91⅞	92⅞
Times-Mirror	34½	34
Timken	26¼	25½
Torchmark	60	59⅞
Toys R Us	33⅞	33½
Transamerica	42¼	42¼
Travelers Corp	23½	23
Tribune	44⅝	43½
Tyco Labs	38¼	38
UAL Corp	144¼	142
UST Inc	29⅝	30
USX Marathon	23⅝	23⅝
Unilever NV	103⅞	102⅝
Union Camp	53¼	52¼
Union Carbide	23⅝	23⅝
Union Pacific	45	45½
Unisys Corp	7⅝	7¼
USAIR Group	15¼	15⅝
USF&G Corp	9¼	9
US Life	46⅝	46¼
US West	37⅛	36½
United Tech	51	50⅞
Utd Telecomm	24⅞	24¼
Unocal Corp	22⅝	22⅝
Upjohn	41⅞	40⅞
VF Corp	40⅞	40⅞
Wal-Mart Stores	56	55⅝
Warner-Lambert	72⅛	72¼
Waste Mngmnt	45¼	45⅝
Wells Fargo	68⅝	68
Westinghouse El	18½	18¼
Weyerhaeuser	31⅛	31½
Whirlpool	43⅛	42¼
Whitman	14⅝	14⅝
Winn Dixie	40	39
Woolworth	29¼	29
Wrigley (Wm) Jr	80⅝	80½
Xerox	71½	68⅝

RECENT ISSUES

BTR Wts 1995/96	65	-4
Baillie Gifford Japan Wts	108	...
Bristol Water Non-Voting £1	425	...
British Telecom New (335)	117	-2
Burn Stewart Dist 10p (140)	147	...
Butte Mining Wts	2	...
Capital Industries 1p	63	...
Eurotunnel SA 1991 Wts	290	-3
Exeter Preferred Capital (95)	99	...
Fleming Japanese Wts	30	...
Hong Kong Zero Div Pf	25¼	+¼
Latin Amer Inc & Ap (£10¼)	£10⅛	...
Lowe (R) Wts	3	...
Multitrust Wts	6	...
River & Merc Tst Inc 12½p	103	...
-do- Stppd Prf 12½p	118½	...
Seafield Resources (60)	55	+1
Simpsons of Cornhill 5p (50)	30	...
Wills Group Wts	5½	...

RIGHTS ISSUES

Airbreak Leisure 5p N/P (43)	18	+4½
BM Group 10p N/P (330)	76	+20
Beales Hunter 20p N/P (220)	13	...
Hi-Tec Sports N/P (150)	24	...
Whessoe N/P (185)	71	...

MONEY MARKETS

Exchange *index compared with 1985 was up at 91.0* (day's range 90.8-91.0).

STERLING SPOT AND FORWARD RATES

Mkt Rates for Jan 29	Range	Close	1 month	3 month
Amsterdam	3.2229-3.2336	3.2291-3.2327	⅜-¼pr	⅞-½pr
Brussels	58.88-59.23	59.00-59.21	7-2pr	70-12pr
Copenhagen	11.0913-11.1414	11.1100-11.1342	⅝-¼pr	1⅜-⅝pr
Dublin	1.0750-1.0785	1.0770-1.0780	4pr-1ds	11-2pr
Frankfurt	2.8625-2.8730	2.8696-2.8730	¼-⅛pr	⅝-½pr
Lisbon	246.00-247.99	246.32-247.36	108-127ds	242-334ds
Madrid	180.38-181.11	180.38-181.02	23-36ds	93-108ds
Milan	2152.93-2162.67	2157.86-2162.67	2-3ds	6-8ds
Montreal	2.1047-2.1247	2.1163-2.1202	0.61-0.57pr	1.27-1.20pr
New York	1.8020-1.8075	1.8065-1.8075	0.91-0.90pr	2.77-2.75pr
Oslo	11.2265-11.2752	11.2491-11.2734	⅛-¼ds	¼-⅜ds
Paris	9.7569-9.7921	9.7777-9.7921	½-¼pr	1⅛-⅝pr
Stockholm	10.3921-10.4383	10.4072-10.4311	1⅞-2⅛ds	4⅞-5⅛ds
Tokyo	225.61-226.66	226.35-226.66	1-⅞pr	3-2¾pr
Vienna	20.1361-20.2151	20.1750-20.2042	2-1pr	5¼-2⅞pr
Zurich	2.5498-2.5612	2.5580-2.5612	¾-½pr	1⅞-1⅝pr

Source: Barclays — *Premium - pr. Discount - ds.*

OTHER STERLING RATES

Argentina austral*	1.7907-1.7936
Australia dollar	2.4337-2.4368
Bahrain dinar	0.675-0.683
Brazil cruzeiro*	2319.78-2321.44
Cyprus pound	0.803-0.813
Finland marka	7.775-7.835
Greece drachma	329.65-332.85
Hong Kong dollar	14.0348-14.0445
India rupee	46.47-46.87
Kuwait dinar KD	0.5195-0.5255
Malaysia ringgit	4.7956-4.8002
Mexico peso	5505-5605
New Zealand dollar	3.3438-3.3519
Saudi Arabia riyal	6.7125-6.7925
Singapore dollar	2.9519-2.9654
S Africa rand (fin)	5.7977-5.8956
S Africa rand (com)	5.0290-5.0373
U A E dirham	6.5725-6.6525

*Barclays Bank GTS * Lloyds Bank.*

DOLLAR SPOT RATES

Australia	1.3453-1.3462
Austria	11.15-11.17
Belgium (Com)	32.65-32.69
Canada	1.1742-1.1747
Denmark	6.1500-6.1550
France	5.4000-5.4050
Germany	1.5825-1.5835
Hong Kong	7.7605-7.7615
Ireland	1.6800-1.6820
Italy	1191.0-1192.0
Japan	125.10-125.20
Malaysia	2.6510-2.6520
Netherlands	1.7820-1.7830
Norway	6.2250-6.2300
Portugal	136.80-137.00
Singapore	1.6318-1.6328
Spain	99.85-99.95
Sweden	5.7610-5.7660
Switzerland	1.4115-1.4122

MONEY RATES (%)

Base Rates: Clearing Banks 10½ Finance Hse 11
Discount Market Loans: O/night high: 10½ Low 9¾ Week fixed: 10½
Treasury Bills (Dis): Buy: 2 mth 10⅛; 3 mth 9 31/32. Sell: 2 mth 10; 3 mth: 9 29/32.

	1 mth	2 mth	3 mth	6 mth	12 mth
Prime Bank Bills (Dis):	10 3/32-10 1/16	10 1/32-10	9 31/32-9 15/16	9 11/16-9⅝	
Sterling Money Rates:	10 11/16-10⅝	10 11/16-10 9/16	10⅝-10½	10⅜-10¼	10¼-10 3/16
Interbank:	10 11/16-10⅝	10 11/16-10⅝	10 19/32-10½	10⅜-10 5/16	10¼-10 3/16

Overnight: open 10¼, close 11¼

	1 mth	2 mth	3 mth	6 mth	12 mth
Local Authority Deps:	10⅝	n/a	10 9/16	10 5/16	10 5/16
Sterling CDs:	10 21/32-10 19/32	10⅝-10 9/16	10 17/32-10½	10¼-10 3/16	10⅛-10 1/16
Dollar CDs:	4.05-4.00	4.05-4.00	4.05-4.00	4.08-4.03	4.37-4.32
Building Society CDs:	10 11/16-10⅝	10 21/32-10 19/32	10 9/16-10½	10 5/16-10¼	10 3/16-10⅛

ECGD: Fixed Rate Sterling Export Finance. Make-up day: Dec 31, 1991 Agreed rates Jan 26, 1992 to Feb 25, 1992 Scheme I: 11.80%. Schemes II & III: 12.06%. Reference rate Nov 30, 1991 to Dec 31, 1991 Scheme IV & V: 10.812%.

EUROPEAN MONEY DEPOSITS (%)

Currency	7 day	1 mth	3 mth	6 mth	Call
Dollar:	4 1/16-3 15/16	4⅛-3⅞	4⅛-3⅞	4 3/16-3 11/16	4-3½
Deutschemarks:	9⅝-9½	9⅝-9½	9 11/16-9 9/16	9⅝-9½	9½-8½
French Franc:	10¼-9⅞	10 1/16-9⅞	10 1/16-9⅞	9⅞-9¾	10-9
Swiss Franc:	7⅝-7½	7⅝-7½	7⅝-7½	7 7/16-7 5/16	8-7
Yen:	5⅝-5½	5⅝-5 7/16	5 9/16-5 7/16	4⅞-4¾	5½-4½

GOLD AND PRECIOUS METALS

Bullion: Open $355.50-355.80 Close: $355.70-356.20 High: $356.15-356.65 Low: $354.50-355.00 **Krugerrand:** $355.25-356.25 (£196.00-197.00)
Sovereigns: Old $84.75-85.75 (£47.25-48.25) New $84.50-85.50 (£47.00-48.00)
Platinum: $349.00 (£193.00) **Silver:** $4.18 (£2.305) **Palladium:** $86.75 (£48.15)

هكذا من الأصل

COMMENT

Bush reverts to Keynesian ways

Financial markets and political analysts in America may have shrugged off George Bush's economic recovery plan as insufficiently ambitious to affect the economy or impress the electorate. But the cynicism says less about the Bush plan than about the excessive expectations built up by the White House. To put the measures in perspective, it is worth considering how political and market commentators would react in London if Norman Lamont announced the following in his March Budget: a £2,800 cash handout for every first-time buyer who exchanges contracts this year; a 20 per cent increase in child benefits; a new temporary capital allowance expiring on December 31; a change in the tax law to let people who sell their homes at a loss offset these capital losses against PAYE income.

In addition, Mr Bush will add a one-off stimulus of $35 billion to the economy by bringing forward public works programmes, allowing people to dip into their pension savings without tax penalties and changing the rules on PAYE witholding taxes.

Tame, tepid and unambitious are not the words that spring immediately to mind. Yet these were the terms on most lips in Washington and New York yesterday. Even Alan Greenspan, the chairman of the Federal Reserve Board and a staunch Bush ally, dismissed the President's initiative as "not a major" influence on the economic outlook. One of the few exceptions was Richard Medley, a veteran political analyst from Washington who has gone into money management in New York. The Bush package, he noted, had "done a surprisingly good job of targeting the struggling parts of the economy where a little money could go a long way".

Thus, even if President Bush failed to push through Congress his scheme to halve capital gains tax, yesterday's budget would amount to the most ambitious attempt to kick-start an economic recovery since the heyday of Keynesian demand management in the Sixties. By American election day on November 3, it should be clear whether such methods work — to stimulate economies or win elections.

Recycling Chatset

Lloyd's names will be feeling even more than usually gloomy today following the latest loss predictions from Chatset, the independent consultant which monitors the London insurance market. Chatset has piled on the agony with a forecast that 1991 results will show losses of £750 million or more, which names may have to meet.

Taking Lloyd's most recent offical loss figures of £510 million for the 1988 underwriting years and adding Chatset's unofficial but nevertheless well-informed predictions, losses in the four years to 1991 could total an appalling £3.7 billion.

For its official results, Lloyd's will continue to report three years in arrears. But if ever there was a time to break with tradition and give its own estimates of more recent years, then now is that time. For names are badly in need of support, if there is any consolation to be obtained from a reworking of Chatset's numbers by the market's ruling council, which in theory at least should have access to better data.

If such an exercise achieves anything at all, it might dispel the blackest of Chatset's predictions, that names face further losses of £6 billion over the next decade. Simply extrapolating trends can produce all kinds of horrors. Mercifully, all markets, even insurance, are cyclical and Lloyd's will almost certainly have seen an upswing even before the next decade is half over.

Maxwell's ill wind blows sweetly through the City

As Neil Bennett discovered, the collapse of the media empire has provided a wealth of work for lawyers and liquidators

The name Maxwell may be *on everyone's lips but in the* City it is also on their invoices. The winding up of Robert Maxwell's complex media empire is employing more than 400 highly paid professionals, and promises to be one of the most expensive insolvencies in history.

Unlike the collapse of the Bank of Credit and Commerce International, where liquidation fees are being earned by one firm, Touche Ross, the disparate nature of the Maxwell group means that the cake has been shared around. Most accountancy and legal firms in the City are working on some aspect of the affair.

Administration is the costliest form of insolvency. Accountants are instructed by the High Court to try to keep the business running, draw up an accurate picture of its financial position and negotiate a reconstruction with creditors. These tasks are all difficult and time-consuming.

Two big administrations are underway, as well as half a dozen receiverships, a liquidation and a fraud investigation. Fees of £1.5 million a week have topped £10 million since the companies collapsed into administration last month.

The largest team is employed by John Talbot from Arthur Andersen, administrator for the Maxwell private companies. He has 110 staff and partners working to untangle a web of more than 400 companies. Any insolvency of this size would be long and complex, but the administration of Robert Maxwell Group, Headington Investments and their subsidiaries and associates has an added dimension: a search for up to £750 million of missing assets drained from the public companies and their pension funds and channelled through offshore trusts in an illegal attempt to support the share price of Maxwell Communication Corporation.

Andersen's investigators, assisted by Allen & Overy, the City solicitors, have spent hundreds of hours uncovering how funds moved through the private companies to pay for MCC shares, mounting losses and private debt. The operation has been thorough but futile since most of the money was invested in MCC shares which appear worthless.

Andersen is having little more success in the sale of Maxwell's private businesses. Many of the companies made losses last year, even parts of AGB, the market research group. Many also depend on key people and Mr Talbot wants to sell them quickly to avoid a mass exodus of valuable staff.

Andersen has not revealed the money raised from disposals but some, like *The European*, are thought to have been sold for nominal sums, which are unlikely to cover the accountants' fees. Disposals include the British operations of AGB and Marten Walsh Shearer, the translation and secretarial services company. Others, including the rest of AGB and *Ma'ariv*, the Israeli newspaper, should be completed soon. The largest sale, of a 51 per cent stake in Mirror Group Newspapers, will take longer. The operation will raise only a fraction of the private companies' £1.4 billion debts and Andersen's fees will consume at least £10 million.

Price Waterhouse, meanwhile, has mounted a massive operation to reorganise and perhaps refloat MCC. More than 100 PW accountants are working in Britain, America, France and Italy. The task is threefold: to sell the British and European businesses to help reduce the group's £1.3 billion debt, to recover missing funds and to relaunch some of the group.

One PW team is trying to recover assets misappropriated by Mr Maxwell in his final months. These include £260 million in liquid funds, a property portfolio that was sold to Maxwell companies and trusts — but never paid for — and most of the group's 56 per cent stake in Berlitz, the language instruction group, which was pledged to banks and stockbrokers as security on loans.

PW still hopes to refloat the American operations of MCC. This task may prove the trickiest since the accountants will need to persuade bankers to convert a large proportion of their loans into equity. PW is poised to recruit a New York investment bank to draw up plans for a reconstruction. The accountant's actions are being shadowed by Richard Gitlin, the American lawyer appointed as MCC's examiner. All of this creates more expense.

The PW team working on MCC is unlikely to shrink for some time. "As the UK businesses are sold there will be a small fall but this will be countered by a rise in America," a spokesman said. The firm is unlikely to earn less than £15 million.

The third major role falls to Robson Rhodes, provisional liquidator of Bishopsgate Investment Management, the Maxwell company pension fund manager. Robson has only 12 staff on the case but is already embroiled in a legal battle to prise information out of Kevin Maxwell. A four-day appeal court hearing is thought to have cost more than £250,000.

Other City accountants have a variety of tasks. Ernst & Young is working for the banks to prepare a report on the finances of Mirror Group Newspapers. The team, led by Nigel Hamilton, is preparing the company, which still has many outside shareholders, for sale. The task includes a search for a missing £100 million and an assessment of pension liabilities. Up to 40 accountants are thought to be on the case.

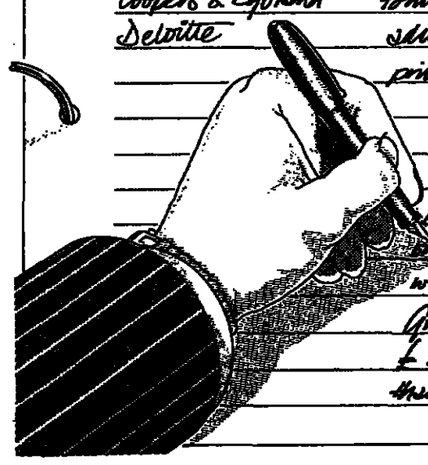
KPMG Peat Marwick McLintock has been hired by the Serious Fraud Office to help with its five investigations into the Maxwell affair. The firm has seconded 25 staff to work with SFO investigators on papers seized from the Maxwell offices. As in the investigation into BCCI, the office has been forced to ask Parliament for £3 million of extra funds.

The Maxwell affair also promises rich pickings for lawyers. MGN is already suing Kevin Maxwell and his father's estate for £170 million, while Maxwell pensioners threaten action to recover their missing savings. More than a dozen City law firms are acting for various parties. City solicitors charge on average 25 per cent more than accountants, while a top barrister can cost £3,000 for a day in court. Legal fees have already cost creditors more than £5 million; the total will rise steeply.

The costs of the Maxwell and BCCI insolvencies are bound to increase calls for the government to control fees. As so often, the complexities of big insolvencies and the cost of clearing them up will ravage what remains of assets.

MY NAME IS LEGION
The names behind the Maxwell clean-up

ACCOUNTANCY FIRM	ROLE	NUMBERS INVOLVED
Arthur Andersen	Administrator to private companies	110
Price Waterhouse	Administrator to MCC	100
KPMG Peat Marwick	Adviser to Serious Fraud Office	25
Robson Rhodes	Liquidator of BIM	12
Ernst & Young	Adviser to banks on MGN	10-20
Buchler Phillips	Receiver to Maxwell estate	10-20
Touche Ross	Liquidator of First Tokyo	8
Grant Thornton	Receiver to Robert Maxwell Estates and other property companies	5-15
Coopers & Lybrand Deloitte	Former group auditors and adviser to banks on private companies	—
		280-310



In total well over 400 professionals are now working on the investigation and winding-up of the Maxwell Group at rates of between £50-£300 an hour, or more than £1.5 million a week

Coutts moves with the times

Several hundred customers and staff of Coutts & Co, banker to the Crown, will tonight gather at the bank's sumptuous headquarters in the Strand, where they will toast Coutts' 300th year, and then listen to a concert by John Williams, the guitarist.

For all the grandeur and tradition, however, Coutts is undergoing the greatest upheaval in its long history. The bank has been twinned with the international private banking operations of National Westminster, its parent, and Coutts signs are appearing above bank offices around the world.

In the UK, Coutts has suffered its first ever redundancies, as staff numbers have been reduced by 250 to cut costs. Last month, Ian Farnsworth arrived from National Westminster as managing director, the first time an outsider has ever been given the job.

Coutts is one of the best known names in British banking, and is synonymous with wealth and discretion. Founded in 1692, it has been the banker to the royal family since the reign of George III.

Despite this, and the potential of the growing market for private banking, Coutts' results have been characterised by sluggish growth and a low return on capital.

Last year, NatWest decided it was time to capitalise on the Coutts brand name. A new Coutts & Co Group has been formed, with headquarters in Zurich, to co-ordinate NatWest's private banking business worldwide. NatWest Handelsbank in Zurich and NatWest International Trust in The Bahamas have been renamed Coutts.

The decision to use the Coutts name, and risk debasing it, was only made after careful consideration. Bernard Horne, chief executive of NatWest's international business, said: "It is a risk we recognise, but it is something I am not prepared to see happen."

Nevertheless, Coutts has vast scope for expansion. The British bank has 40,000 customers and is gaining a net 2,000 a year. This compares with an estimated 1 million people in Britain who qualify for Coutts accounts. A Coutts customer normally has income of more than £50,000 a year and assets of at least £250,000.

The key to the upheaval is the changing nature of Coutts' customer base. The rich are increasingly international and demand a worldwide presence from their bank in both retail banking and asset management, and they are prepared to pay for it.

Whatever else changes, Coutts seems intent on retaining its quirkier traditions. Staff continue to wear frock coats in the office, and guests sign the visitors book with a quill pen. Whether the offices in Zurich or Nassau will ever offer their customers such eccentric charms as part of their banking service remains to be seen.

NEIL BENNETT
Banking Correspondent

THE TIMES CITY DIARY

Long time, no see

TINY Rowland, enigmatic chief executive of Lonrho, prides himself on his ability to jet in to various parts of Africa at the drop of a hat. Yet word that he has been spotted in Cape Town and Johannesburg in the past couple of days has caused quite a stir among Lonrho observers with long memories. For it is thought to be the first public visit Rowland has made to South Africa since September 1971, when a Lonrho main board director and three directors of its South African subsidiary were arrested there during an enquiry into the Inyati copper mine in Rhodesia, as it then was. Charges against Fred Butcher, Lonrho's then finance director, and the three executives, were not proceeded with, but Rowland has never acknowledged visiting the republic since. He may not have been in the Cape just to enjoy the sun, especially in view of last week's shock cut in Lonrho's 1991 final dividend and the 24.2 per cent drop in pre-tax profits, about which everybody wants to know more. And not without coincidence, Cape Town is the home of Old Mutual, the republic's largest life assurance group, and Sanlam, parent company of Gencor with which Lonrho is associated in platinum mining.

Minister regrets...

PETER Lilley, secretary of state for trade and industry, will miss out on a chance to return to his City roots tonight when the former partners of Greenwell Montagu hold their first reunion since the firm was broken up in the prelude to Big Bang. Tim Wakeley, managing director of Greenwell Stockbrokers and Lawrence Gooderham, a senior gilt partner, are delighted that 49 out of 52 partners have agreed to attend the bash at the City Club on Old Broad Street. Lilley, who led a top-rated oils team at Greenwell before leaving to pursue his political career, has a prior engagement, but his absence is unlikely to spoil the occasion. "He was a very serious young man," says a former colleague. "He probably knew more about oil companies than the people running them."

"This Maxwell job — is it pensionable?"

Closing his book

THE retirement, tomorrow, after 43 years in the City of Ken Sinclair, chairman of BZW Securities and former executive partner of de Zoete & Bevan, has prompted a week of almost continual merry-making at the BZW offices. The highlight was a dinner on Tuesday for eight of Sinclair's fiercest broker competitors from the "good old commission-paying days" of the gilt market. Chief among them was Bryce Cottrell, who, as senior partner of Phillips & Drew led the merger with Union Bank of Switzerland. Andrew Rutherford, former senior partner of Grieveson Grant and George Nissen, formerly of Pember & Boyle and now chairman of IMRO, the investment management regulatory organisation. The lunch was all the more colourful for the presence of Neville Wood, a former Messels partner who is clearly enjoying retirement. "He spends the morning advising overseas clients then goes fishing or golfing," says Pat Phillips, Sinclair's long-standing right-hand man.

Out to grass

ONE OF the top brass at Gatwick, Heathrow or Stansted may be in line for the job of running London's royal parks. The manager of one of Britain's busiest airport terminals would be ideal for the role, according to sources close to the environment department, which takes over responsibility for the seven parks soon. The three-year contract offers an annual salary of £40,800 plus bonus and a budget of £25 million. The department's John Gunn, who is not related to John Gunn of British & Commonwealth fame, says an airport executive may be well-suited to the task. "It is likely to be someone who is used to dealing with millions of people," says Gunn, who was thrust into the spotlight over B&C after a newspaper carried his photograph by mistake. Private contractors are due to take over the gardening work in the parks on March 1.

Role model

BROKERS who wonder if a future exists outside the Square Mile need look no further than Simon Chambers, former banker at Samuel Montagu. Four years after leaving the firm for a lengthy tour of South America, he has found success at the helm of Storm, an expanding model agency that acts for Rod Stewart's wife, Rachel Hunter, among others. Chambers' sister, Sarah Dukas, founded the company while he was abroad. "Sarah deals with the models and clients and I take care of the business side," says Chambers, aged 30, who seems on the brink of a bonanza. One of Storm's models, Jane March, is the star of *The Lover*, a £16 million Anglo-French production, which is raising eyebrows over its steamy scenes. The royalties from the film are bound to please Storm's original backer and 50 per cent shareholder — the already well-off Richard Branson.

Trading down

REMEMBER the days when visitors to London could watch the stock exchange floor in action? Well, spare a thought for publicity chiefs at the Tokyo stock exchange which has had its first fall in attendance in eight years. The exchange had 185,357 visitors last year — 6 per cent down on 1990, but well up on the 44 per cent plunge in the market's average value since it peaked in December 1989.

JON ASHWORTH

BUSINESS LETTERS

Industry's malaise

From the Secretary of the Institution of Mechanical Engineers

Sir, Professional engineers, including members of my own institution, are actively represented in both Houses of Parliament (Business Letters, January 20). No one is more aware of the fragmented nature of the engineering profession than engineers themselves.

At a meeting of the presidents of the 40-plus engineering institutions last week, the first steps were taken towards *forming a new body to represent* engineering. It is our responsibility to seize the initiative. If engineers moan on the sidelines, that is where they will stay.

Yours sincerely,
R.W. MELLOR, FEng,
Secretary, Institution of Mechanical Engineers,
1 Birdcage Walk, SW1.
January 21.

Accountant friend

From Mr I. Guiness

Sir, Who needs a BCCI when one can have an accountant friend for only £1.45 million per week?

Yours faithfully,
IVAN GUINESS,
24 Ovington Street, SW3.

Section 312 limited as a check on cash for outgoing directors

From Mr D.J. Taylor

Sir, Dr Gillibrand (Business Letters, January 23) makes reference to Section 312 of the Companies Act 1985, and suggests that payments to retiring directors could be challenged by shareholders under the provisions of that section. Were such payments truly to be payments by way of compensation for loss of office, that would be an option open to shareholders, but the reason for reliance rarely being placed upon that section in this situation arises out of the fact that, although the words used in Section 312 would seem to cover all payments made to outgoing directors, that is not the case in law.

A payment is only treated as compensation for loss of office if the company is under no legal obligation to make it. If therefore, a director leaves in circumstances where, to cite Dr Gillibrand's example, his contract has been terminated by the board, the payment of damages to him, whether under any judgment in his favour or under the terms of a settlement between him and the company, would not amount to compensation *for loss of office, would not be* caught by the provisions of Section 312 and would not therefore require shareholders' approval. Similarly, any amount provided to be payable to a director under his service agreement upon his ceasing to be an employee — the increasingly common "golden parachute" clause — would not be treated as compensation for loss of office and again therefore, would not be subject to the requirement that shareholders' approval be obtained.

To the extent that the provisions of Section 312 do not achieve the end of protecting shareholders' funds, therefore, that arises less from the acquiescence of shareholders than from the judicial interpretation of what constitutes compensation for loss of office.

Yours faithfully,
D.J. TAYLOR,
52 Main Road,
Shirland,
Alfreton,
Derbyshire.

Prudent Lonrho

From Mr Tim Amies

Sir, Your normally good record for fair and accurate comment seems to have become a little too biased and protective towards the interests of the City in your recent leader (January 23) concerning Lonrho's latest profit and dividend announcement.

Too often profit (or loss) announcements are so well advised in advance to the City that poor figures are said to be "well discounted by the market", and no price movement takes place.

When a company such as Lonrho correctly does not directly tell the City in advance, it is criticised for results which appear to have been misjudged by over-optimistic analysts. Lonrho has not come to the City for equity money for many years, and owes it no particular favours.

Surely its board has only acted prudently and properly in reducing its dividend in the face of the current world recession.

Yours faithfully,
TIM AMIES,
The Old Farm,
Great Brickhill,
Milton Keynes,
Buckinghamshire.

Questions raised by Girobank change

From Mr P. Knottley

Sir, The Alliance & Leicester is promoting a bill in parliament which, when enacted, will enable it to transfer all personal account balances from Girobank (which it recently acquired) to the building society.

One wonders whether the facility described by Mr Neil Hutchings (Weekend Money letters, January 25) will remain available after this transfer — in which those whose money it is seem to have no choice — and whether the other distinctive marks of the Girobank system will survive the change.

What is the purpose of it?

Yours sincerely,
PETER KNOTTLEY,
32 Mickleham Gardens,
Cheam,
Surrey.

هكذا من الأصل

As you'd expect, 3i know a good investment when they see one.

IN THE LAST two years 3i has invested exclusively in colour advertising in national newspapers. Their awareness amongst their target audience is close to that of the UK's major financial institutions. Surprising when you consider that these companies outspend 3i by a ratio of up to seven to one. But then, they spend most of their advertising budget on television. Newspaper advertising is a sound capital investment. Ask the investment experts. To get the interest of your target audience, get your name in the newspapers.

PEOPLE READ NEWSPAPERS

This advertisement was placed by the Newspaper Publishers Association.

هكذا من الأصل

Shares sustain minor losses

ACCOUNT DAYS: Dealings began January 27. Dealings end February 7. §Contango day February 10. Settlement day February 17. §Forward bargains are permitted on two previous business days. Prices recorded are at market close. Changes are calculated on the previous day's close, but adjustments are made when a stock is ex-dividend. Changes, yields and price/earnings ratios are based on middle prices.

Portfolio PLATINUM

From your Portfolio Platinum card check your eight share price movements on this page only. Add them up to give you your overall total and check this against the daily dividend figure. If it matches you have won outright or a share of the daily prize money stated. If you win, follow the claim procedure on the back of your card. Always have your card available when claiming. Game rules appear on the back of your card.

No	Company	Group	Gain or loss
1	Greene King	Breweries	
2	Charter Cons	Industrial	
3	Beazer Gp	Building,Rds	
4	Real Time	Electrical	
5	Smurfit (Jeff)	Paper,Print	
6	Boddington Brw	Breweries	
7	Gold Greenlees	Paper,Print	
8	Powell Duffryn	Transport	
9	Menzies (John)	Drapery,Strs	
10	Warburg SG	Banks,Disc	
11	Allied-Lyons	Breweries	
12	Rexmore	Industrial	
13	Inchcape	Industrial	
14	Sage Gp	Electrical	
15	Tyne Tees TV	Leisure	
16	Hillsdown	Foods	
17	BTP	Chems,Plas	
18	Bristol	Newspapr,Pub	
19	HSBC	Banks,Disc	
20	Hornby	Industrial	
21	Cable Wireless	Electrical	
22	Glynwed	Industrial	
23	Wickes	Drapery,Strs	
24	Lon Merch Sec	Property	
25	Trafalgar H	Industrial	
26	RMC Gp	Building,Rds	
27	Laird	Industrial	
28	FR Group	Motors,Air	
29	Adscene	Newspapr,Pub	
30	CML Micro	Electrical	
31	Halma	Industrial	
32	Yorkshire W	Water	
33	Headline	Newspapr,Pub	
34	CRH	Building,Rds	
35	North West	Water	
36	Chamberlin Hill	Industrial	
37	CIA Gp	Paper,Print	
38	De La Rue	Industrial	
39	Severn Trent	Water	
40	Costain	Building,Rds	
41	Tiphook	Transport	
42	Pegasus	Electrical	
43	Anglian Water	Water	
44	Leeds	Textiles	
	© Times Newspapers Ltd.	Total	

Please take into account any minus signs

Weekly Dividend

Please make a note of your daily totals for the weekly dividend of £8,000 in Saturday's newspaper.

MON	TUE	WED	THU	FRI	SAT	Weekly Total

The £2,000 Portfolio Platinum prize was won yesterday by Mr Peter Kinsella, of Poundhill, West Sussex.

Portfolio PLATINUM

© Times Newspapers Limited

DAILY DIVIDEND £2,000

Claims required for +38 points

Claimants should ring 0254-53272

BANKS, DISCOUNT, HP

1991/92 High	Low	Company	Price (p)	+/-	Net div	Yld %	P/E
311	211	Abbey Nat	280	- 2	9.5	4.4	9.5
185	126	Allied Irish	178	- 2	...	5.2	13.0
60	23	Ansbacher (H)	32	...	1.5	6.3	...
202	121	Aus NewZ	174	-12	...	5.2	14.5
2631	1278	Bankamerica	2200 †	+ 6	...	...	...
179½	115½	Bk of Ireland	151	...	...	7.0	24.7
1950	1900	Bk Leumi Isr	1900 #	...	...	...	...
350	340	Bk Leumi UK	340	...	16.0	6.3	...
126	91	Bank Scotland	110	...	...	5.2	23.9
489	327	Barclays	385	- 1	21.1	7.3	25.3
12	3	Beachmark	5	...	...	...	19.9
270	193	Brown Shipley	194	...	8.0	5.5	...
27	12½	Cardinal	21	...	...	...	...
464	298	Cater Allen	299	- 2	25.0	11.1	...
78	52	Cattles	66	...	3.8	7.7	13.0

1991/92 High	Low	Company	Price (p)	+/-	Net div	Yld %	P/E
195	118	P-E Internl	118	...	6.2	7.0	9.3
147	39	P & F	40	...	4.2	14.2	2.1
71	43	Peck	55	- ½	3.4	8.2	13.4
201	145	Pegasus♦	165	+ 3	12.1	9.8	7.5
8500	6900	Philips Fn 4%	8500	...	...	6.8	...
1131	587	-do- Lmp nv	993	+ 6	...	...	...
365	227	Pilkington	315	...	7.7	3.3	9.8
357	194	-do- 'A' Voting	298	...	7.7	3.5	9.1
71	48	Plessey♦	51	...	3.6	...	47.0
111	63	Pressac	65	...	2.4	4.9	10.4
180	40	Psion♦	123	+ 3	2.4	2.6	...
60	45	Racal Elec	47	- 1½	...	2.8	5.1
58	37	Radius♦	38	...	2.7	9.5	7.7
123	45	Real Time♦	84	+ 6	3.0	4.8	8.8
53	21	Rise♦	21	...	...	...	11.8
394	180	Sage Gp	394	+ 2	8.0	2.7	∞
90	41	Scantronic	45	- 5	2.9	8.8	45.9
135	78	Scholes Grp	119	...	5.0	5.6	12.9

1991/92 High	Low	Company	Price (p)	+/-	Net div	Yld %	P/E
48	13	Beckenham♦	14	...	3.0	...	3.3
30	23	Bedford (W)♦	28	...	...	...	...
357	292	Bespak	324	...	8.0	2.0	23.1
186	106	Bibby (J)	185	...	9.7	7.0	9.3
100	80	Billam (J)	84	...	4.0	6.4	7.1
93	31	Bilton Bitmac♦	31	...	3.0	...	...
86	37	Birmac Ind	65	...	...	3.1	12.6
41	23	Black Arrow	33	...	2.1	8.5	11.1
5	1	Black & Edgtn♦	1½	...	...	...	0.2
140	108	Black (Peter)	126	...	2.8	3.0	13.8
66	26	Bluebird Toys♦	33	+ 1	...	...	...
370	211	Bodycote	370	...	8.7	3.2	13.6
465	304	Boots	461	- 2	11.6	3.4	18.6
92	69	Booth Inds	77	...	3.2	5.5	5.1
40	22	Bousted	24	...	1.6	...	8.3
730	432	Bowater	730	+11	21.0	3.8	14.5
1839	1042	Bowater Inc	1291	+11	...	...	...
284	130	Braemore Inds♦	284	+ 2	8.4	3.2	12.5
19	11	Brammer	15½	...	0.5	4.4	29.3

1991/92 High	Low	Company	Price (p)	+/-	Net div	Yld %	P/E
79	45	Ransom Oil♦	72	...	2.0	3.7	26.7
779	548	Rank Org	595	-14	31.0	6.9	15.0
111	28	Ransomes	37	...	6.1	...	...
741	485½	Reckitt Colm	680	- 6	13.6	2.7	15.6
14½	8½	Reece	8½	- ¼	0.1	1.5	15.7
76	34	Reed Executive	67	...	0.6	...	...
289	147	Reliance Sec♦	237	- 3	8.4	4.7	12.9
147	117	Relyon	139	...	4.9	4.7	14.3
325	222	Renishaw	292	...	6.0	2.7	18.0
78	48	Renold	48½	+ ½	3.7	...	11.8
25	12	Resourcinger♦	12	...	...	...	...
1098	673	Rexam	1080	+ 5	15.0	1.9	22.1
34½	25	Rexmore	29½	...	2.2	10.2	7.3
121	90	Ricardo Ind	95	...	5.7	8.0	9.2
95	66	Richard (Leics)	78	...	4.4	7.5	6.5
60	31	Richardson West	55	- 1	2.7	6.7	10.3
51	7	Robinson (T)	27	+ 1	4.0	...	5.6
195	143	Rolfe & Nolan	194	...	5.6	3.8	10.9

1991/92 High	Low	Company	Price (p)	+/-	Net div	Yld %	P/E
42	30	Scantronic♦	40	...	2.2	7.3	∞
21	11	Stanleigh Elec♦	12	...	...	...	...
2850	1550	TDK	1981	...	...	1.0	17.0
8	5	TDS Circuits♦	6	...	...	...	...
43	15½	Telemetrix	41½	...	0.6	1.9	18.0
828	608	THORN EMI	819	- 6	30.5	5.0	17.1
45	10	Total Systems♦	40	...	...	2.5	...
202	102	Tunstall	196	- 1	5.3	3.6	11.6
306	152	Unitech	156	...	11.7	10.0	21.1
99	29	Utd Scientific	48	...	2.2	6.1	∞
18	8½	Vinten♦	15	- ¼	0.2	1.8	10.3
414	251	Vodafone	347	- 7	...	2.0	19.3
295	221	Volex	289	+11	17.0	7.8	33.7
27	10	Western Selecon	11	...	...	...	...
40	11	Wheeldale♦	19½	+ ½	...	...	...
395	267	Wholesale Ftgs	267	...	16.6	8.3	13.6

ELECTRICITY

1991/92 High	Low	Company	Price (p)	+/-	Net div	Yld %	P/E
295	212	East Midlands	250	- 3	...	6.3	7.1
271	204½	Eastern Elec	225½	- 2½	...	6.5	8.5
124½	99½	Hydro-Elect	104½t	+ 1½	...	5.0	13.0
295	206	London Elect	261	+ 2½	...	6.0	7.7
344	230½	Manweb	318	- 2	...	5.5	8.5
295	206	Midlands Elec	269	...	...	5.9	8.0
295	213	Northern Elec	265	+ 2	...	6.5	6.2
311	213	Norweb	294	- 4	...	5.7	11.0
119½	95	Scottish Power	103	+ 1	...	5.0	13.4
295	204	Seaboard	263	- 5	...	5.9	6.3
366	224	Sth Wales	317	- 2	...	5.8	8.1
303	209	Sth Western	279	+ 3	...	5.8	8.4
290	208½	Southern Elec	262	- 5	...	5.8	8.3
322	227	Yorkshire Elec	315	- 1	...	5.3	8.1
£2865	£1425	Package Unit	£2708	-2000	...	...	...
235	185	National Powr	224 †	+ 6	...	4.9	8.2
254	187	PowerGen	237	+ 7	...	4.6	8.5

FINANCE, LAND

1991/92 High	Low	Company	Price (p)	+/-	Net div	Yld %	P/E
87	41	Abingworth	87	...	4.0	6.1	18.3
42	25	Aitken Hume	42	...	1.0	3.2	11.7
23	11	Atlantic Scot♦	11 #	...	...	...	...
54	37	BWD♦	44	...	1.7	5.3	12.0
148	89	Baltic Plc	89	...	4.1	6.2	4.3
168	118	Berkeley Govett	119	...	...	9.0	3.6
18½	5	Burns-Anderson	5½	...	...	...	...
378	315	Caledonia	349	+ 1	13.5	5.2	14.6
2100	1700	Camellia	1800	...	25.0	1.9	14.9
293	213	Candover	248	...	8.5	4.6	23.6
168	103	Flextech♦	156	- 5	1.5	1.3	16.1
362	128	Harvey Thomp	152	- 4	16.5	...	...
19	8½	IFICO	8½#	...	...	...	...
135	53	Ivory Sime	139	...	5.7	5.8	16.2
12	5¼	LIT	8¼	- ¼	...	...	...
135	86	Lon Forfaiting♦	128	...	7.2	7.6	14.5
157	3½	Nat Home Loans	5½	+ ½	3.7	...	...
34	21	Newmarket	24	...	...	...	...
413	141	Rathbone Bro♦	373	...	8.0	2.9	17.3
22	9	Rutland Tst	12	...	0.8	2.9	7.2
85	35	Silvermines	37	+ 2	...	13.5	11.4
56	33	Singer & Fried	41	...	2.5	8.1	9.4
875	538	Sotheby's	725	...	...	4.7	...
86	58	SJP Capital	81	...	3.0	4.9	12.6
301	168	Templeton Gwth	301	+13	...	2.4	14.7

FINANCIAL TRUSTS

1991/92 High	Low	Company	Price (p)	+/-	Net div	Yld %	P/E
1787	968	Amer Express	1250 †	-25	...	...	...

1991/92 High	Low	Company	Price (p)	+/-	Net div	Yld %	P/E
4262	2937	Schlumberger	3125	-50	...	2.2	...
546	419	Shell	484	- 8	20.1	5.5	12.2
5	2	Target Res	2	...	...	..	...
34	13	Teredo♦	15	...	...	...	...
114	62	Triton Europe	64	...	...	2.3	11.5
358	233	Ultramar	286	- 1	10.5	4.9	20.8
197	102	Woodside	162	- 1	...	1.1	53.0
7	1¼	XCL Sunrise	3½	...	...	...	...

PAPER, PRINT, ADVERTISING

1991/92 High	Low	Company	Price (p)	+/-	Net div	Yld %	P/E
148	76	APA	133	...	...	7.5	38.6
21	11	ATA Selection♦	13	...	1.0	10.3	...
292	168	Arjo Wiggins	264	- 1	8.3	4.2	12.4
378	175	Abbott Mead	308	- 1	7.8	2.8	15.7
9	1¼	[illegible] Group	2¼	...	0.4	...	...
15½	10	Addison Cons	14½#	...	...	...	...
244	102	Aegis Gp	111	- 2	5.8	7.0	4.4
177	85	Aspen Comms♦	167	...	8.1	6.5	13.7
25	11	BBB Design♦	11	...	...	...	...
116	76	BNB Res	98	...	4.6	6.3	9.1
210	110	Bemrose	185	...	11.7	8.5	8.4
78	29	Birkdale	48	...	...	...	...
108	54	Bunzl	85	...	5.9	...	14.8

WATER

1991/92 High	Low	Company	Price (p)	+/-	Net div	Yld %	P/E
409	322	Anglian Water	352	+ 4	17.5	6.6	7.3
406	327	Northumbrian	379	+ 6	18.6	6.5	4.9
395	322	North West	361	+ 6	18.0	6.6	6.4
370	296	Severn Trent	336	+ 5	17.5	7.0	5.2
397	293	Sthrn Water	333	+ 4	17.7	7.1	5.5
392	302	South West	339	+ 8	20.0	7.9	5.1
397	323	Thames Water	368	+ 4	17.5	6.3	7.5
422	341	Welsh Water	365	...	19.5	7.1	4.4
456	325	Wessex Water	394	- 1	17.7	6.0	6.2
431	335	Yorkshire W	382	+ 2	17.7	6.2	6.9

Source: Finstat

♦ USM; # Price at suspension; † Ex dividend; ‡ Ex scrip; † Ex rights issue; ‡ Ex all; § Ex capital distribution; ∞ Figures or report awaited; ... No significant data.

هكذا من الأصل

TOTAL

PLANNING

FOR THE FUTURE

Total Oil Marine is a leading force in the exploration, development, production and transportation of the UK's natural energy resources. Our St Fergus gas terminal is one of the major suppliers of Britain's natural gas requirements. We are currently developing the Dunbar, Caister and Alwyn South East fields.

Total Oil Marine is the UK subsidiary of the worldwide TOTAL Group. The TOTAL Group is involved in a wide range of energy-related activities including the exploration, production, refining, transportation, marketing and distribution of hydrocarbons.

GAS OPERATIONS MANAGEMENT ACCOUNTANT

St Fergus Terminal, N.E. Scotland

Our Gas Division is going through a period of substantial change with new partners and new fields coming on stream. This will require new cost reporting structures to be introduced resulting in a greater degree of forecasting and analysis of historical data.

As Gas Operations Management Accountant you will be involved in those activities and will establish and maintain an accurate and detailed cost management structure for the division. You will also be required to establish and maintain accurate and detailed information reporting for both divisional management and external partners.

A recently qualified Accountant you will already have gained experience as a management Accountant, preferably within the industrial or commercial sectors. You will require excellent interpersonal skills and have a flexible attitude to both workload and the working day.

You will be offered an excellent remuneration package including competitive salary, year-end bonus, along with medical, pension and life-assurance.

Where required, our comprehensive re-location package, including Home Sale Scheme, is designed to assist you both financially and personally in your move to St Fergus.

Please write or telephone for an application form to: Jacqueline Campbell, Personnel Department, quoting reference: MAT,

TOTAL OIL MARINE p.l.c. Crawpeel Road., Altens, Aberdeen AB9 2AG. Tel: 0224 858045.

TOTAL

A CAREER IN RECRUITMENT

Leeds/Manchester/Solihull/Milton Keynes/ Luton/Leicester/Peterborough/Chelmsford/Bath

STARTING SALARIES NEGOTIABLE + LARGE COMPANY BENEFITS

Anything worth having is rarely obtained easily. Accountancy Personnel, is the UK's largest specialist recruitment consultancy, and part of Hays PLC, the publicity quoted business services group. Within our company, great emphasis is placed on the ability to build and maintain business relationships, and the stringent selection process we employ ensures our unique success continues to be supported and enjoyed by quality staff.

Key qualities of a successful recruitment consultant include:
* Ambition: must be career-orientated
* Confident communication skills - written and verbal
* Resourceful business development and problem solving skills

You should be aged in your twenties, and of graduate calibre.

Key duties and responsibilities include:
* Interviewing candidates and preparing CV's
* Visiting client companies and telephone canvassing
* Organising promotional events, advertising copywriting

In return, we will provide you with unrivalled opportunities to meet your personal and professional goals, manage your own time and attain a level of achievement only you can limit. If you can demonstrate, at interview, the initiative and drive to achieve these objectives write in the first instance to:

Ross Hetherington
Accountancy Personnel
9 East Parade
Leeds LS1 2AL
(For vacancies in Leeds/Manchester)

Laurence Hoefkens
Accountancy Personnel
188-190 Spon St
Coventry CV1 3BB
(For vacancies in the other locations listed)

Accountancy Personnel

Teesside Polytechnic

TEESSIDE BUSINESS SCHOOL

LECTURER/SENIOR LECTURER IN ACCOUNTING

£13,113 – £18,108 (Lecturer – starting salary dependent upon qualification and experience)

£18,108 – £23,106 (Senior Lecturer)

(Pay Awards Pending)

The Business School is seeking an Accountant to make a contribution to the teaching of accounting on a wide range of courses including BTEC, Degree, MBA and Professional Courses.

You will have a degree in accounting or related area and/or be a professionally qualified accountant. Although particular expertise in financial accounting is sought, experience in other accounting and finance areas could be considered. In addition you should have an interest in research and have experience in the use of Information Technology.

If you are embarking upon a lecturing career, appropriate development in teaching skills will be provided.

The Business School is prepared to consider the possibility of offering Associate Lectureships should this be appropriate to individual circumstances.

Application forms and further details are available from the Personnel Department, Teesside Polytechnic, Middlesbrough, Cleveland TS1 3BA. Tel. (0642) 342200. (24 hours).

Closing Date: February 14th, 1992.

Teesside Polytechnic is 'Working towards Equality of Opportunity'.

Pride on Teesside

MANAGEMENT ACCOUNTANT

INTERNATIONAL GROUP · CENTRAL LONDON

We are the UK operating subsidiary of an expanding and dynamic International Group with interests across diverse industries in the UK and North America.

We require a management accountant to take responsibility for centralised financial reporting on a monthly basis for the companies within the group, as well as an element of financial accounting for our UK service company.

Applicants need not be qualified but must possess sound accounting knowledge coupled with a full understanding of computer-based reporting systems (Lotus 1-2-3 or similar).

Based in prestigious offices in a prime London location this position offers an exceptional opportunity to play an important role in the management team with appropriate remuneration and benefits.

Applications should be made in writing with CV to Mr. J. F McAvoy

The Fal Group of Companies
Beaufort House, 45 Beaufort Gardens,
Knightsbridge, London SW3 1PN.

DIRECTOR OF FINANCE & ADMINISTRATION

City Technology College

DERBY

Salary in the Range
£26,000-£32,000
plus benefits

Currently being constructed on a site within the city centre, Landau Forte College is designed to take advantage of the latest innovations in education and building design. Opening for students in September 1992, this purpose built 11-18 Community College will bring a new and fresh approach to education within the City of Derby.

The Director of Finance and Administration will be accountable to the Principal for all aspects of financial planning, systems implementation and management reporting; for arrangements for catering, safety and security; for the maintenance of the buildings and any future development of the site; and for income generation activities.

The successful candidate will bring a fresh approach to the overall business management of the college on sound commercial lines. As a member of the senior management team in post before the college opens, it will be important to ensure a smooth transition from development to operational status.

Within these accountabilities, the selected candidate will have sound experience and a record of managerial achievement in a profit making (or income generating) organisation. Preferably having appropriate professional qualifications, the person need have no experience of teaching or educational management, however, enthusiasm for this innovative educational venture is essential.

For further information and an application form please contact: The Principal, Landau Forte College, Project Office, 1 Cathedral Road, Derby DE1 3PA, or telephone Hazel Coleman on (0332) 295705.

LANDAU FORTE COLLEGE

CORPORATE PLANNING LONDON

£30-£35,000 + CAR

Our client is one of the largest international communications groups. At the forefront of fibre optics development, it has also pioneered many advances in telecommunications engineering and technology.

Following recent corporate restructuring, the finance function has become the heart of key decision making, overseeing group efficiency and planning the success of the business.

Reporting at a senior level, key responsibilities will include business analysis, corporate planning and financial analysis and you will work closely with operating management providing a crucial financial planning role to support commercial decision making. Candidates should therefore be able to demonstrate a highly commercial outlook and a solid track record to date.

You should be a top calibre graduate qualified accountant, ACA, ACMA, ACCA, aged to 30, with an excellent exam record and have achieved broad financial analysis experience in a large company. ACA's must have a minimum of one year's relevant PQE. Prospects are on a truly international basis.

For further information please call David Chorley on 071-353 4212 (outside office hours on 0293 884917) or write, enclosing your CV, to the Financial Recruitment Partnership, Hamilton House, 1 Temple Avenue, Victoria Embankment, London EC4Y 0HA.

FRP

FINANCIAL RECRUITMENT PARTNERSHIP

SMITH NEW COURT SECURITIES LTD

Administration Officer
Best Execution Dealing Service (B.E.D.S)

We are one of the UK's leading Securities Houses, seeking to recruit an energetic person with exceptional organisational and communication skills.

The ideal candidate will be responsible for project work and control of all administration in the department. They should be computer literate with a level of understanding of Lotus 123.

Applications and a full CV should be forwarded to:

Kirsten Wright
Smith New Court Securities Ltd
Smith New Court House, 20 Farringdon Road
London EC1M 3NH

A Member of The Securities and Futures Authority and The London Stock Exchange
Registered in England No. 1317798

RUSSIAN SPEAKING ACCOUNTANT LONDON OR MOSCOW

£ fully neg

An excellent opportunity is offered by our client to a fully qualified Russian speaking Accountant for their Moscow office. A good working knowledge of Russian is essential as is a knowledge of the Russian Accountancy system. Please call Laura Morein in confidence.

Bayce Bilingual

Tel: 071 287 6060
Fax: 071 494 4652

Isle of Man Government
Financial Supervision Commission
Banking Supervisor

As one of the world's leading international offshore financial centres, the Isle of Man is at the forefront of providing effective regulation of banks and building societies in an offshore location.

Regulation is carried out by the Financial Supervision Commission, which is responsible for the licensing, regulation and supervision of banks and building societies, collective investment schemes and investment businesses.

As part of its continuing development, the Commission is restructuring its banking department and wishes to appoint a Banking Supervisor, a post previously held by its Chief Executive. Responsible to the Commission's Chief Executive, and operating from the Commission's offices in Douglas, you will be responsible for the development and maintenance of an effective system for the regulation and supervision of banks and building societies operating in the Isle of Man.

You will be aged 35+ and will have had extensive experience of the banking profession with a proven track record in management. In particular, you will have well developed staff management skills and the ability to deal and communicate effectively and confidently at local and international levels for this high profile role.

An attractive and competitive remuneration package will reflect the importance of this key position in financial regulation.

Interested candidates should write in confidence, enclosing a full CV, to:-

Chief Executive, Financial Supervision Commission, PO Box 58, 1-4 Goldie Terrace, Upper Church Street, DOUGLAS, Isle of Man.

BUSINESS / FINANCIAL GRADUATE

(or Commerce-Related degree)

Energetic, Bright & Ambitious graduate required for small and fast-growing corporate finance company.

Some work experience, preferably sales related, an advantage but not essential.

Prospect of rapid progression to Corporate Finance Executive in 12-18 months.

Write with CV to: Oscar Williams
Capital & Management Plc
Hamilton House, Victoria Embankment
London EC4Y OHA

FINANCIAL ANALYST - FMCG

Qualified Accountant Middx

A major international group is seeking to recruit a financial analyst for their Business Planning and Analysis department. The ideal candidate will have a minimum of 2 years experience within an FMCG environment with a good understanding of management information systems.

With the opportunity to travel, the ability to communicate in a European language, particularly Italian, would be an advantage.

This is a career opportunity for an individual who, whilst a team player, has the ambition and drive to succeed within this important organisation.

For further information please call Charlotte Walker on 071 499 3883 or fax your details on 071 499 7378.

GRADUATES

Three trainee executives aged 21+ required for established London consultancy. London based. Anticipated first year earnings c. £18,000.

TELEPHONE GEMMA WILLIAMS 0442 234333.

EXPERIENCED CASHIER

sought by blue-chip property company to supervise charge accounts, oversee treasury and payroll functions, and supervise small team. Commercial acumen and computer literacy essential. Excellent career opportunity for strong personality, age group - mid 30's. Salary 17k plus benefits. Please contact the

Accounts Division,
Solutions (Recruitment) Ltd on
071-493-1712

PART QUALIFIED

Accountants required for excellent posts in Central London and the Home Counties. Active members intending to qualify, with strong technical skills and computer expertise are particularly sought. Only ACCA, AAT, ACMA, in their 30's need apply.

Contact the Accountancy Division at Solutions (Recruitment) Ltd on 071-493 1712.

CORPORATE TAX LAWYER

City £Premium

Our client, a high-profile medium-sized firm, has an established reputation as a leading commercial law practice with strong international links that extend throughout Europe, the US and the Far East. They are able to draw upon a diversity of experience which allows them to offer a wide range of services to their blue-chip client portfolio.

They are currently seeking a qualified solicitor or accountant to work within the Company/Commercial department. The role is two-dimensional requiring the individual to provide a first class corporate tax advisory service, both to other departments and direct to clients.

Suitable applicants will have considerable UK and International tax expertise and a knowledge of employee related matters. Strong negotiation and interpersonal skills are essential.

For further information on this or other opportunities contact JANE BARCLAY MBA ACIS on 071-936 2791 (Eves/w/ends on 081-202 7478) or write to her at Hamilton House, 1 Temple Avenue, Victoria Embankment, London EC4Y OHA.

BARCLAYS EXPERT TAX RECRUITMENT

FINANCIAL ANALYST - FMCG

Qualified AccountantMiddx

A major international group is seeking to recruit a financial analyst for their Business Planning and Analysis department. The ideal candidate will have a minimum of 2 years experience within an FMCG environment with a good understanding of management information systems.

With the opportunity to travel, the ability to communicate in a European language, particularly Italian, would be an advantage.

This is a career opportunity for an individual who, whilst a team player, has the ambition and drive to succeed within this important organisation.

Please reply to Box No 7045.

TAX MANAGER - OIL - LONDON

£45,000 + CAR

Leading name within the oil & gas exploration & production field are seeking a young career minded or taxation experienced Accountant to head up their expanding Tax Division.

A pre-requisite for this role is Petroleum Revenue Taxation & Corporation Taxation experience which must be current.

Strong man management skills and the ability to communicate at senior level is desirable. Career prospects within this expanding company are assured.

We also have a number of other opportunities for oil taxation experienced candidates on a permanent/contract/temporary basis.

For further details call 071 831 4447 or fax/post your CV on 071 430 1435. David Chorley Associates, 73-74 High Holborn, WC1V 6LS (REC CONS)

David Chorley ASSOCIATES

North East London Autistic Society

FINANCE/ADMINISTRATION OFFICER

We are a young charity providing support for autistic people and their families. We have recently opened a Home for Life for seven autistic people in Waltham Forest.

We now require a Finance/Administration Officer to take control of the financial aspects of our organisation and also to carry out general administrative activities.

Duties include payroll, accounts, budgets and cashflow, invoicing, membership records, etc.

Salary £17,000-£18,000 p.a.

Reply by 24th February 1992, to:

NELAS, St. Andrews Centre, Church Road, London E17 8AR. Tel: 081-527 9309.

Nelas is committed to an equal opportunities employment policy and applications are welcome from all sections of the community.

MERIDIAN

RISK REPORTING

£16-22,000 + BANK BENS

Top Investment Bank seek a young, task orientated accountant with Banking, SFA reporting and dealer liaison skills to complete this dynamic team in Finance. This is a new, challenging role offering scope for development and excellent prospects. Suited to a non-studier.

Call Andrew Whitehead

071 255 1555

هكذا من الأصل

ACCOUNTANCY TIMES

A case for the French connection

Andrew Likierman on a system of external reporting that could suit internal data used in Britain

Wine and holidays, yes. But French ideas . . . well, not really. In accounting, as in much else, the French way of doing things has frequently been treated with a mixture of suspicion and scepticism.

Certainly, the French system of external financial reporting based on a formal code has few UK enthusiasts. There is an emerging interest however, in applying the same general principles to internal data.

Traditionally, the way in which companies classify accounting information for planning costing and control has been based on general principles applied to an organisation's specific needs. The content of in-house manuals can very enormously between organisations. The company's activity, its history and the current demands of management are all influential in determining the nature of the system.

The flexibility of a system geared to a single organisation carries with it obvious advantages, of which relevance to the organisation for which it has been developed is the greatest. But individually it has its costs. There is the process of developing, honing and refining the system. There is also the training of new arrivals — both providers and users of the information. Finally, there is the adaptation of computer software to organisational needs.

In a project* sponsored by the Chartered Institute of Management Accountants (Cima), a group of senior management accountants, has been reviewing practice and canvassing opinion among members. After discussing its findings in the UK and other countries, the group is enthusiastic about introducing a common system for organising internal data, both financial and non-financial.

The group recommends:

- Consideration of a uniform chart of accounts based on the French Plan Comptable General (PCG). This is a broadly based coding system for information collection and external reporting, though it proposes only harmonisation of internal information codes.
- Financial benefits to those using a uniform chart would result from overcoming some of the difficulties of tailor-made systems. Lower development and training costs and "instant" software compatibility are the most obvious. Such costs would be reduced since most systems will require at least some tweaking to ensure that they fulfil the needs of individual companies and their managements.

There are also wider social and economic benefits of a uniform chart approach. Statistics are easier to collect and interpret on a comparable basis. Tax calculations could also be simpler.

With a uniform system, few qualified personnel are tied up in the detailed process of record-keeping and audit. High-quality work on basic record-keeping can be done by technicians rather than accountants. Those joining, whether as information users or providers, can become productive more quickly.

One advantage that any codified system applied to the UK will not bring is the close link between internal and external reporting which exists in France.

The PCG, as a whole, is not a runner in the UK, and not just because it is French. Its thrust is different to the principles of Anglo-Saxon accounting. But it would still be worth exploring how links between external and internal reporting could be forged to give reduced costs of data coding, classification and processing.

There are obvious potential problems in such an approach. Changeover cost is one. This would be greatest for firms with a big investment in their own systems, and specially trained staff. These firms could find it beneficial to make the transition more slowly, but would be inclined to do so as computer and other systems were geared to a common format. For those without a big existing investment there would be immediate benefits of using off-the-shelf software and, increasingly, people trained in using it.

The other potential problem is whether a system based on a uniform chart could allow sufficient flexibility within categories not to prove a strait-jacket. But the advantages of individual tailoring would not be lost as long as the categories were drawn sufficiently widely.

How might all this be implemented? Adoption within the UK would almost certainly be voluntary, since imposition from Brussels is not on the horizon. Government intervention would be necessary if speed of adoption is a priority and/or it was thought desirable to lead the development of a European-wide system. Neither seems likely.

The basis would probably have to be voluntary, perhaps with guidelines forming the basis of nationally accepted standards. The incentive to adopt them would be similar to that which established IBM compatibility as the standard for personal computers — a gradual adoption of a more readily available and cheaper software and an increasing pool of people trained to step straight in and operate it. The incentive could be sharpened by adoption in other countries which have expressed interest.

The codified system based on a uniform chart of accounts deserves consideration, and the Cima study provides a useful catalyst for the debate. Advocates will be careful to avoid any mention of the French connection.

● *Professor Likierman, of the London Business School, is the president of Cima*

* *Financial Reporting in Europe: The Management Interface. Cima, 63 Portland Place, London W1N 4AB*

JULIAN HERBERT

Andrew Likierman: "Company activity, history and management influence the system".

Bombshell about to explode

THE accountancy profession is under greater public pressure to change its ways than at any other time in its history. In the past the profession would ride out the great controversies — or apply a cosmetic change after criticism.

Accountancy's trump card in avoiding changing its comfortable or lucrative ways was that governments usually considered reforming the profession low in their priorities. During the past 20 years, however, accountants have transformed their profession. Accountancy has become the dominant business profession, working in almost every area of finance and commerce.

This has increased accountancy's income and influence enormously. It has also put the profession under greater scrutiny and stretched its ability to convince an increasingly sceptical outside world that its old principle of independence has come through this growth unscathed. During the past year, for example, the trade and industry department has discreetly increased pressure on accountants to reassess key areas of behaviour. John Redwood, the corporate affairs minister, has developed an effective style of dealing with the large firms in particular.

In public, he talks of how they are standard-bearers of the movement to export British financial services expertise and influence throughout Europe and around the world. In private, he tends to grab them by the jacket lapels and to emphasise in clear terms that this sort of praise and backing depends on their demonstrating a public commitment to independence and a robust approach to clients who want to bend the rules.

Last autumn more discreet pressure was applied to the profession's leaders when the department made it plain that it wanted more action on a number of public interest points. We are starting to see the fruits of that pressure. The joint ethics committee of the three main institutes of chartered accountants has quietly issued two consultation papers and has another one up its sleeve for a month's time. All three together amount to a bombshell for big accounting firms and their clients. The papers strike hard at the potential conflicts of interest inherent in expanding accounting services.

The first paper deals with what it calls specialist valuations. However, the key to this is the accounting firms' appetite for setting up departments to provide brand valuation services for their clients. To the outside world, there is an obvious conflict of interest. A company approaches its auditors, needing to shore up its balance sheet in a recession. The business has several famous products among the goods it produces. The audit firm, via its specialist department, goes through a brand valuation exercise. The balance sheet burgeons. The annual audit comes around and the audit team has to examine the basis for the valuation exercise to ensure that it is "true and fair".

To an outside observer, and it seems, to the trade and industry department, this is stretching the independence argument. The audit firm is effectively auditing its own work. The auditors will not see it that way but will argue that different departments are entirely separate and behave in an arm's length way in their dealings with one another. This may or may not be so. It is, however, difficult to show clear objectivity under public scrutiny. Cajec, the profession's joint ethics committee, is arguing that a total ban on auditing one's own firm's work is really the only justifiable line to take.

Cajec puts forward an alternative proposal involving guidelines on disclosure of how the audit was carried out, but it is a half-hearted effort to find any alternative to a complete ban.

AUDIT

ROBERT BRUCE

This could be the thin end of the wedge. If the proposals go through, it may not be long before a demand that audit firms should be banned from providing any consultancy services to audit clients starts to win acceptance, which would have devastating consequences for the firms that have seen much of the explosive growth of the past decade coming from that area.

The other quarter in which the department's pressure has led to proposals for change is "opinion-shopping", the practice of a company reacting to its auditors being intransigent in some area of policy. So the company asks other auditors for a second opinion, hoping to set one firm's policy against another and by pressure, some might say blackmail, get its way.

To prove any wrongdoing is hard and assessing how common such occurrences are is equally hard, but it occurs often enough to be worrying.

Again, the proposals give little alternative to reforming the whole matter. Should the rules be implemented, no audit firm could give the second opinion or provide the advice without informing the company's existing auditor. The hope is that removing the secrecy will remove a company's potential leverage to weaken its auditor's resolve.

The last of the three areas in which reform is now inevitable is lowballing — "predatory pricing", as the committee prefers to call it. During a recession, audit firms are bound to find ways to pitch fees to a prospective client as low as they can. They will argue that they have increased efficiency and that the low audit fee will be balanced by consultancy work, but it is hard to establish exactly when cutting costs becomes cutting corners.

● *The author is the associate editor of* Accountancy Age

Staying in the jobs market

The big firms are cutting recruitment, but still seek the best

So many employers are slashing their graduate recruitment targets this year that those still hiring are inundated with candidates. Leading accountancy firms are receiving thousands more applications than last year. At Ernst & Young, for example, the figures have risen from 8,000 to 11000 and drastic measures are being introduced to deal with the influx.

Sue Cantor, of Ernst & Young, says: "We're strengthening controls at the screening stage. We used to pre-select in terms of UCCA [Universities' Central Council of Admissions] points and a reasonably presentable application form. Now we are making judgements about candidates' personalities based on what they say about their work experience and membership of clubs."

Big accountancy firms have mostly reduced their planned intake of graduates by between 10 and 15 per cent over the past two years. Compared with the Eighties boom, however, the targets may be down by as much as a third. Despite the difficulties, most firms are determined to maintain a strong presence in graduate recruitment.

During the previous recession, accountancy firms largely withdrew from the graduate recruitment market, leaving themselves desperately short of staff when the economy picked up. They will not make the same mistake again.

Attitudes as well as conditions have changed significantly in the last couple of years. Clients are demanding higher "added value audits" and better advice. There is also pressure to keep fees down and partners are required to be seen to be doing more. The personal skills needed to keep clients well informed are in more demand. Most accountancy firms are now looking for more from graduates than the potential to achieve technical competence. They are seeking intelligent, well-educated young people who will become persuasive managers and effective leaders within a short space of time.

Hunting leaders: Anne Baldwin

Grant Thornton has probably gone furthest down this line. They have reduced their graduate recruitment figures by 60 per cent and rather than recruiting accountancy trainees they are looking more for the "partners of the future".

Anne Baldwin, the executive partner, says: "We want people with leadership skills and a good business awareness. To achieve that, we test for "negative features in a way we never did before".

To identify the right people, Grant Thornton brings in selection consultants to work alongside its graduate recruiters in putting short-listed candidates through a vigorous one-and-a-half day assessment. The small number of those who are successful are then allocated to a fast track training, which is more like blue chip management traineeship in industry than an old-fashioned articled clerkship.

Of course, they must get through their professional exams but they are spared much of the traditional hard labour of the audit process. Instead, they will be involved in work-shadowing leadership training, and be put on placements with clients.

KPMG Peat Marwick, the first firm to recruit 1,000 graduates, has since cut its intake to between 700 and 800, but David Clifford, who runs graduate recruitment for the firm, has no intention of offering any kind of elitist training.

"In the London office, we have 3,500 applicants for just 200 vacancies," Mr Clifford says. "We're able to be very selective and we believe it is not possible to identify the potential high-fliers before they have actually started work with the firm. We would want to keep our options open."

Coopers & Lybrand Deloitte shares this wariness. Even so, according to partner Ian Dupré, "the cream tends to surface pretty early".

Unfortunately, the new slimmed-down enterprise economy is still going to leave many graduates on the sidelines. "There's almost desperation among some of the graduates I see who cannot find a job," Mr Dupré says.

EDWARD FENNELL

Columns of wit

ANY OTHER BUSINESS

THE motto of the accountants at Arthur Andersen is "think straight, talk straight". But their reputation for android-like behaviour is not entirely justified. As the photographs and illustrations in "Perspective", Andersen's recently published annual review for 1991-92 reveals, a dry humour often lurks behind those steely eyes.

Carl Sherriff, a designer at Sherriff Design, was asked to devise a Renaissance theme that would combine wit with a sense of authority and gravitas. To achieve this, Mr Sherriff recruited Ralph Steadman, the cartoonist who had already done something similar with his sketches of Leonardo. The result is a rich collection of Steadman cartoons and some nicely posed pictures of partners in Renaissance-like settings. With an accountant's thoroughness, every photograph is scrupulously captioned A picture of a football is even captioned "a football". So that is what double-entry accounting means.

Taxing times

COMPETITION between accountants and lawyers in the field of tax advice has hotted up with the publication by Nabarro Nathanson, a West End law firm, of its briefing paper on the likely impact of the election on clients' tax affairs.

"Election Tax Planning: A Race Against Time", focuses on Labour's proposals.

The firm has tried to track Labour's various comments on tax and work out their meaning for the individual taxpayer. For example, noting that any unearned income received by retired people will be exempt from Labour's proposed surcharges, Nabarro comments: "It is not clear how a retired person will be defined." Does it cover former party leaders still in the House of Commons long after their "sell-by" date?

Old money

TO help give people a basic understanding of how to avoid the financial pitfalls of retirement, the Institute of Chartered Accountants will hold a series of seminars during the Money Show at the Barbican from March 12 to 15.

● *Details: Sarah Isles (071-628 7060)*

ENVIRONMENT: WALES

How much greener are our valleys

Wales has made great strides in cleaning up its image, reports Iola Smith

Wales is out to destroy the notion that it is a land of slag heaps and blackened rivers, as it creates a new environment from the industrial dereliction of the past.

Very little of the coal industry remains in Wales: with only four pits employing 1,400 men, it is an insignificant contributor to the Welsh economy. Steel manpower has been reduced from 55,000 in 1979 to 18,000 today. New businesses that are replacing the jobs lost in heavy industry are increasingly demanding a pleasant environment.

"Removing the eyesores of the past is the first step in the regeneration of Wales," David Hunt, the Welsh secretary, says.

This argument is one reason why the Welsh Development Agency (WDA) is spending almost a quarter of its budget on transforming the environment. "An attractive landscape can give us the edge when competing with other parts of Europe," Dr Gwyn Jones, the WDA chairman, says.

"Despite the recession, we attracted 183 inward investment projects in 1991, with £860 million. That was a 50 per cent increase on 1990, and much of it is due to the improved environment that Wales now offers."

The principality was the first country in Europe to launch a nationwide land reclamation programme. The expertise it has amassed since 1966 is being put into practice far beyond its boundaries: in Belgium, northern France and, most recently, Poland and eastern Germany, where Welsh companies are working to clean up the toxic wastelands produced under communist rule.

Some companies, such as Biotal, in Cardiff, are employing biotechnological solutions to produce more renewable energy. "We are using oil-eating microbes to decontaminate the soil around refineries in both Wales and Germany," Andrew Barbour, a Biotal director, says. "Our microbes are used in England to speed up the production of methane in domestic refuse tips. The gas is then piped to power neighbouring buildings."

Druid watch: Sculpture in Ebbw Vale's garden

The industrial revolution blighted only the South Wales valleys and pockets of the north-east, however.

"In the remainder — a land of three National Parks, five designated areas of outstanding natural beauty, and 800 miles of coastline — it is possible to travel from Snowdonia to the Brecon Beacons without encountering any environmental blemishes," Mr Hunt says.

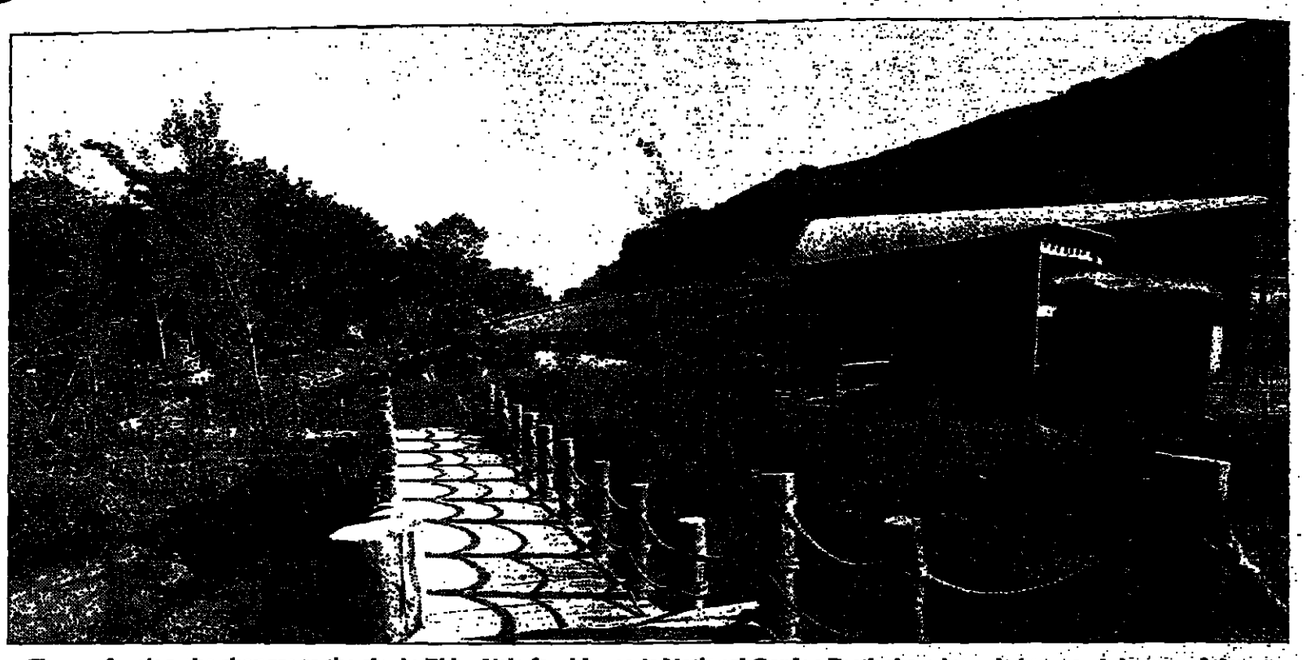
Mid-Wales is taking advantage of its scenery to designate the entire region as a 3,000-square-mile eco-friendly business park. This £30 million initiative is backed by the Royal Institute of British Architects (RIBA), and involves grant-aiding private sector businesses to landscape their premises, and promoting the construction of new buildings that blend into their surroundings. The first of these new developments, a 29-acre business complex to create 750 jobs, will be constructed in the Snowdonia National Park.

A greener Wales should be attractive to tourists. The two million due to visit this year's National Garden Festival in Ebbw Vale will give tourism, the principality's biggest industry, a valuable boost.

Welsh Water is also spending £1.9 million cleansing the beaches, in an effort to have every Welsh beach up to the European Community's water quality standard by the end of the decade.

Inland, the landscape of rural Wales is being safeguarded for tourists and locals alike by the Countryside Council, which is launching a £500,000 pilot environmental protection scheme enabling farmers to renew hedges, create new bridleways, and allow the public greater access to the countryside.

There is one environmental problem, however, that not even the Celts can solve: the effects of Chernobyl. Many of Gwynedd's farmers have had their livelihood ruined by radioactive fall-out, which has made their sheep unsaleable. Much has been done to remove the scars of Wales's own industrial dereliction, but the results of Soviet carelessness could pollute Snowdonia's soil for centuries.



Flowers for slag: the changes to the site in Ebbw Vale for this year's National Garden Festival are intended to stand the test of time

Two million are going back to their roots

The Garden Festival will help to regenerate Ebbw Vale

After a century of industrialisation, Ebbw Vale is returning to its rural origins. The former steel town, whose blast furnaces left a film of red dust over the landscape, is being transformed into a garden, ready to welcome two million visitors to this year's National Garden Festival.

Between May and October, half a million plants will grow where steel slag once lay, on a 142-acre site nestling between high hillsides, which are being incorporated in the design.

"The alpine effect will be very different from the flat, inner-city sites used for previous festivals," Liz Barrett, the festival organiser, says. "We will have two levels, with the cultivated gardens on the valley floor, and the natural wild-flower meadows and woodlands high on the hillside. There, they will be supplemented by a Slimbridge-designed wetlands area, complete with wildfowl and a working sheep farm."

On the valley floor, the gardens will be grouped to form three themes. "Land of our fathers" will be a floral interpretation of Welsh history, from primeval swamp, through Dark Age legends and monastic herb gardens, to today. The second, "Wales celebrates", reflects the new environment being created out of the dereliction of Wales's past. There will be a multi-coloured rainbow, a russet sunset, a black-and-white garden, a lake and a waterfall.

For the final theme, "Journey into the future", there will be a technology maze designed to resemble a silicon chip.

"Provided two million people turn up, we will recoup the public sector's £60 million investment," Miss Barrett says. "Admittedly, we lack large conurbations on our doorstep. But as ours is the only garden festival to be held in southern Britain, we are optimistic that English people as well as the Welsh will come to visit."

The festival's public-sector backers, Gwent county council, Blaenau Gwent borough and the Welsh Development Agency (WDA), are confident that the effects will last far beyond this summer.

"We expect that many of the new landscape features will be incorporated in the new community that will be built on the site after the festival ends," David Farnsworth, the WDA's environment director, says. "There will be new housing, leisure facilities and a business park to employ some of the 2,000 people who obtained jobs during the festival."

Designs for this village are likely to be the subject of the national architectural competition, and the final design is expected to incorporate the "urban village" concept supported by the Prince of Wales.

"We are determined not to fall into the trap of some previous festivals, which, after making the wasteland bloom for a few months, allowed a slide back towards dereliction," Mr Farnsworth says. "Here, the changes will stand the test of time."

The Welsh lead Europe in land reclamation, Iola Smith reports

Swansea casts off the shackles of its industrial past

Legend has it that when the devil visited Swansea in 1897, he thought he was back home in hell. Sulphurous fumes belched from the city's mineral smelting works, and the local sewer, the River Tawe, ran yellow to the sea.

In the late 19th century, Swansea was the world's largest mineral smelting centre. So the copper, cobalt, lead, zinc and tin-plate works dumped all their toxic waste along a three-mile stretch of river bank.

As a result, the lower Swansea valley was the most poisonous place in Europe. Its grass killed any grazing animal, and the fumes were an acknowledged threat to public health.

Nothing was done to clean up this contamination for 70 years. After the smelting industry and its 30,000 jobs departed, the area was left to rot. It was only in 1967 that the borough council decided that something had to be done, and decontamination work began.

"Between 1967 and 1985, we cleaned 800 toxic acres and removed six million cubic metres of poisonous mineral waste," Ifon Jones, the city's engineer, recalls.

"Much of the zinc spoil was transferred to RTZ's Avonmouth works. The company was surprised to find that it had a higher zinc content than most of the imported ores they use today."

When the government announced that Britain's first enterprise zone would be established in Swansea in 1981, it was decided to locate it on the newly cleaned land. Today the zone, with an eight-hectare lake and £1.5 million worth of landscaping, is the city's business park. The 300 resident companies employ 6,000 people. However, as Mike Bourke, director of the Swansea Bay Partnership that brings in new businesses, insists, only clean industries are welcome.

"There is no point in replacing one eyesore with another," Mr Bourke says. "We are strict about everything from factory design to ensuring that no prospective business produces toxic waste. Our environmental consciousness is appreciated by industry.

"It is one reason why the cosmetic company, Alberto Culver, established its European headquarters on the park, and why Lloyds Bank brought its back office facilities here from Pall Mall in London.

> 'There is no point in replacing one eyesore with another'

"This autumn, Europe's first eco-factory will open here, when the cosmetic company, Montagne Jeunesse, moves into its wind-powered and solar-powered plant. The company will also recycle its cosmetic containers. A pilot study in Austria has proved that customers are happy to return empty bottles to department stores when buying new cosmetics."

Montagne Jeunesse is not the only Swansea-based business recycling its products. Alcoa, the American aluminium manufacturer, has its can-recycling plant near by, and Mr Bourke is encouraging other businesses to follow suit.

"One man's waste is another's raw material," he says. "We want to bring businesses together that can utilise each other's waste products for mutual benefit."

South of the business park lies Swansea's leisure village, encompassing an international athletics stadium, tennis training school and ski slope. This was also constructed on formerly toxic soil, and is the second in a series of parks running the length of the valley from the M4 to the sea.

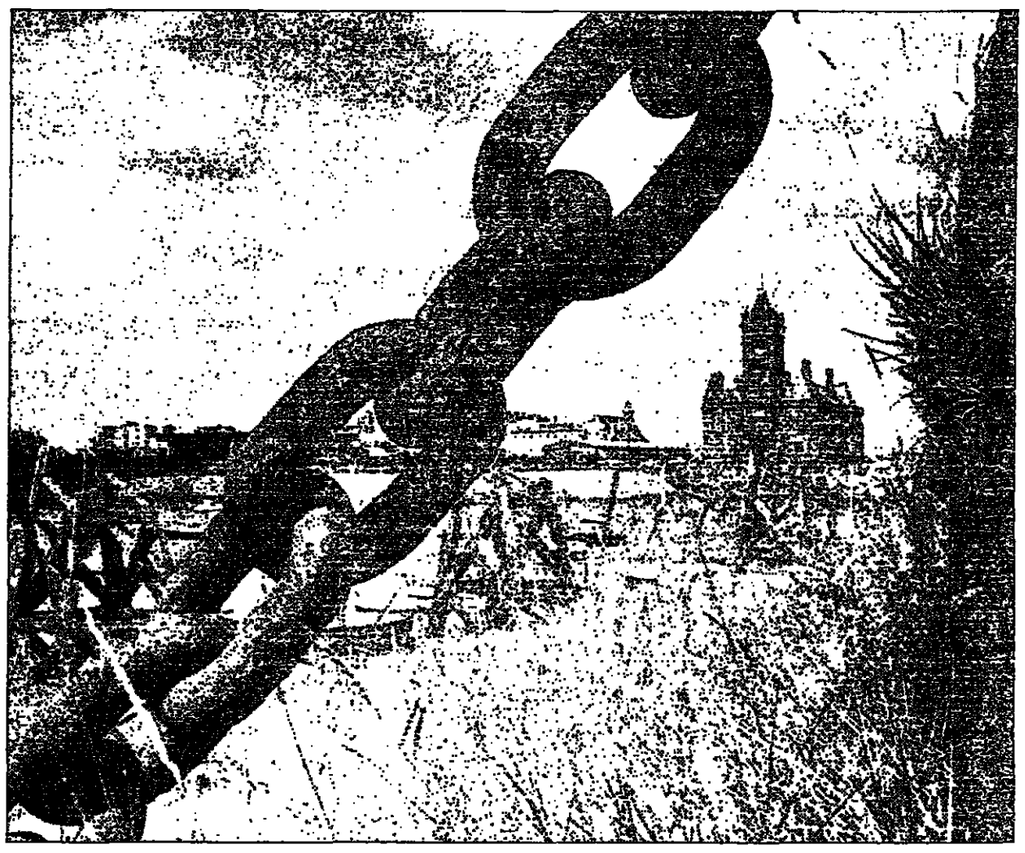
The seaward end is being transformed by a £16 million barrage, 130ft long, across the mouth of the Tawe that will be completed in May. This will allow the high tide from the Severn to continue to flow upriver, while preventing the river level falling to reveal mud flats at low tide.

"Unlike its Cardiff counterpart, this is not a controversial scheme," Mr Jones says. "As well as improving the environment, it will raise a little revenue for the city council. We plan to use it to generate electricity, which will then be sold direct to the national grid."

West of the river lies the Maritime Quarter, an award-winning development of 1,000 houses, flats and shops surrounding a 500-yacht marina. Until the 1970s, this was the derelict South Dock, containing a refuse tip and a myriad of railway sidings. Today the Maritime Quarter is both a fashionable address and a tourist attraction.

Thanks to its new environment, east Swansea can at last challenge the Gower peninsula, Britain's first designated area of outstanding natural beauty, which lies on the city's western fringes, for the tourist trade.

Back in 1897 that would have been unthinkable. However, now, as the Duke of Edinburgh put it, "the legacy of the exploiters and polluters is being erased by new trees, houses and grassy slopes. The green is back in the valley."



Changing perspective: Cardiff's Pierhead building has a new purpose and looks out over a renewed bay area

A capital example for the whole of Wales

Cardiff is at the forefront of a new programme to revive the towns

Urban regeneration is transforming the townscapes of Wales. In the capital, a development corporation is busy restructuring 2,700 acres of south Cardiff, while in the rest of the principality the Welsh Development Agency (WDA) has an ambitious programme to regenerate every town in Wales within five years.

Cardiff is being transformed for the second time in its history. A hundred years ago, before it became the world's largest coal port in 1913, large tracts of land were reclaimed from the sea to accommodate docklands, railway sidings and steelworks. This completely man-made environment blighted the southern part of the city for a century.

The programme is determined to correct the errors of the past. Cardiff Bay Development Corporation (CBDC) is spending £60 million on landscaping and tree planting. The moonscape that was the East Moors slag heap is becoming a business park, and the old Penarth dock, which became a refuse dump, is being converted into a public park.

The real transformation is taking place around the Taff and Ely rivers. The development corporation is planning to create a 500-acre freshwater lake by constructing a £152 million barrage that will cut the rivers off from the Severn estuary.

"This will result in eight miles of landscaped waterfront, culminating in the barrage itself, which is designed as a 17-acre park," says David Crompton, the engineering director. "On the seaward side, the barrage will be ruggedly landscaped with steps leading to rock pools teeming with marine life at low tide.

"In contrast, the lakeside will have water gardens landscaped with plants and shrubs. The lake will be stocked with a variety of freshwater fish, and the barrage will contain a fish park so that migratory salmon and sea trout will be able to swim up the rivers to spawn."

Although popular with anglers, the barrage plans have incensed ornithologists. The Royal Society for the Protection of Birds fears that thousands of wintering wading birds will lose their feeding grounds once the existing mud flats are covered by permanent high water.

"We have a duty to conserve flora and fauna," Mr Crompton says. "We propose to develop new feeding-grounds for the birds at Wentloog, three miles east of the bay, and to construct an island to provide new freshwater habitats in the lake."

Giving the public access to the waterfront for the first time is essential. The first two parks are already under construction around the pierhead building. Some outstanding Victorian buildings exist in the city, and they are being restored and converted for new uses.

One of the new parks will contain the city's Norwegian church, which is being converted into a Scandinavian Arts Centre and museum celebrating the work of the writer Roald Dahl, who was born in Cardiff and christened at the church.

The old seafront pilotage house will accommodate public art, the LMS railway warehouse is now a hotel, and the Spillers warehouse has been converted into flats.

A pollution-free transport system is being planned to link the bay's electric trams with existing bus and rail networks, so that by the end of the century the 30,000 people who work in the area will not depend on cars.

Twenty-eight other Welsh towns are following the capital's example this year. "We are spending up to £20 million on making our towns more attractive," David Farnsworth, the WDA's environment director, says. The WDA expects to attract four times as much in private investment. Mr Farnsworth says: "In Merthyr, housebuilders and retailers are working with us to upgrade the town centre. In Holyhead we are collaborating with Sealink Stena to redevelop the west dock as a leisure and retail centre.

"We hope it will encourage some of the 1.5 million tourists passing through the port every year to spend more time in the town.

"Creating an attractive environment in Holyhead is essential, because of the town's strategic importance to North Wales. It is the European Community's designated gateway to the Continent for Irish tourists and businessmen."

At Llanelli, a wildfowl centre is being created, and at Barry, the WDA and Associated British Ports are spending £15 million on improving the town's docks and beaches.

£230m to remove debris of the past

Clearance projects are reshaping the valleys

LANDSCAPE Wales is Europe's largest land reclamation programme. This £230 million scheme is intended to remove all sizeable industrial dereliction by the mid-1990s, and has already cleared 20,000 acres and released new land for houses, factories and parks.

This transformation began in 1966, after the Aberfan disaster proved that dereliction could be deadly as well as ugly.

Eliminating danger remains a priority, but as Gwyn Griffiths, the Welsh Development Agency's (WDA) director of land reclamation, explains, importance is equally attached to schemes that will create employment. "Reclamation of the disused Courtaulds textile mill in Clwyd, for example, created the Delyn enterprise zone, which employs more people than the mill did," he says. "Principality-wide, 80,000 people work in businesses located on reclaimed land.

"As well as creating jobs, we want to improve the landscape. More than half our schemes involve the conversion of old collieries and steelworks into open spaces and country parks."

Reclamation costs are met in full by the WDA, which gives a 100 per cent grant to local authorities undertaking a project. Subsequent sales of reclaimed land for development enable the agency to recoup a small part of its investment, about £5 million a year.

Because only 2,000 acres out of the 20,000 cleared are suitable for development, costs are rarely met, however.

There is another source of income generation — recovering coal. Mr Griffiths says: "This year we are removing five collieries and their tips from the Garw valley, and in the process, recovering 300 tonnes of coal a day from the waste.

"Half a million tonnes of usable coal lie there, and we are selling it, at the rate of three trainloads a week, to Aberthaw power station. That means £15 million for the agency."

The largest single land reclamation project in Europe is taking place in east Merthyr, where ten million tonnes of coal are being extracted to make room for homes and factories. Job creation is also the intention of a similar five-pit scheme in the Cynon valley.

This is intended to clear the slag that has blighted the floor of Wales's most depressed valley.

Although most of South Wales's dereliction is mining-related, Gwynedd, in the north, is affected by the legacy of slate quarrying.

Slate is often more difficult to clear than slag, so the strategy is to help nature to recolonise the spoil-heaps by planting trees that can stand the harsh conditions in pockets of moist peat between the boulders.

The woodland backdrop to Glynrhonwy quarry in Llanberis, for example, helped to attract Euro DPC, an American pharmaceutical company, to the area.

Landscape Wales is also involved in conserving historical sites. Bronze Age copper workings discovered at the Great Orme, Llandudno, for example, are being turned into tourist attractions. In Merthyr the 19th-century Cyfarthfa blast furnaces, the largest of their kind in the world, are being preserved for posterity.

How renewable energy research is thriving

New forces that will power Welsh revival

After more than a century of dependence on coal, Wales is turning to alternative sources of energy production.

Wind, water and solar energy are increasingly attractive and because of its topography and extensive coastline, Wales is well placed to test these forces. Wind energy is proving particularly popular.

Since the Wind Energy Group received planning permission from the Welsh Office to construct 24 turbines in Powys, local authorities have been inundated with planning applications.

> 'Barrage could generate 7 per cent of UK electricity'

The largest project being considered is by Ecogen, a mid-Wales company, for a £20 million, 103-turbine wind farm between Newtown and Llanidloes. The company claims that every 30-metre-high turbine would produce as much electricity in its lifetime as 9,000 tonnes of coal. The wind farm would produce 80,200 megawatts of electricity a year, enough for 21,000 households.

Further south, in the Severn estuary, a tidal power plan is being investigated by the energy department in what would be the largest single renewable energy project in the UK.

A barrage running from Lavernock in South Wales to Brean Down in Somerset could generate 7 per cent of Britain's electricity needs, saving eight million tonnes of coal a year and reducing carbon dioxide emissions by 18 million tonnes.

Electricity would be generated by passing sea water through turbines in the ten-mile-long reinforced-concrete barrage. The energy department calculates that generation costs per kilowatt would be only 3.5p, while the barrage itself would cost £8.2 billion to construct.

The Severn Tidal Group, a consortium of six developers including McAlpine and Wimpey, is convinced that it is a feasible option.

They similarly regard it as a potential asset to the Welsh economy, creating 35,000 construction jobs and improving communications by linking Cardiff and Weston-super-Mare by a barrage-top motorway. If it gets the go-ahead, it is likely that it would be followed by smaller electricity barrages across other Welsh estuaries, such as the Loughor in Dyfed.

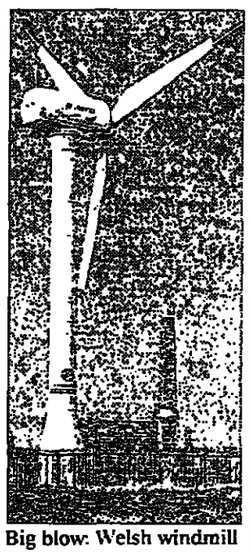
Plans to develop solar energy are less ambitious, but the Solar Housing Society is intending to build Tir Gaia, a solar-powered village, at Rhayader, Powys. The aim is to put up 90 well insulated houses with large south-facing windows and greenhouse-like roofs to attract and store solar heat.

The Alternative Technology Centre at Machynlleth, Powys, is influential in all these projects. This centre for research into solar-powered and wind-powered energy is intended to show 70,000 visitors a year how to become self-sufficient in energy and food, and is unique in Europe. Renewable energy sources power a restaurant, a smallholding and the homes of 20 resident staff.

As well as testing new designs for energy-efficient self-build houses, the staff are developing new pollution-free forms of transport.

Last year a £1 million green share issue backed by the Prince of Wales financed the construction of Britain's first water-powered cliff railway at Machynlleth.

When the railway opens this summer, it will transport tourists up a steep incline to the five-acre hilltop site.



Big blow: Welsh windmill

European golf spreads its net to the Far East

Leading players face formidable British challenge

FROM MITCHELL PLATTS
GOLF CORRESPONDENT
IN BANGKOK

THE prospect of Paul Broadhurst, Colin Montgomerie and Steven Richardson becoming standard-bearers for British golf will heighten interest as the curtain goes up on the 1992 PGA European Tour today at the Asian Classic here.

Not since the emergence in the 1970s of Nick Faldo and Sandy Lyle, followed by Ian Woosnam, has Britain been able to lay claim to such prodigious talent. Broadhurst, who won the European Pro-celebrity, Montgomerie, the Scandinavian Masters champion, and Richardson, who triumphed at the Girona Open and Portugese Open, all won in 1991, and showed further promise with the maturity of their play in the Ryder Cup.

Richardson made the biggest impact — he was second in the Volvo Order of Merit and joint fifth in the US PGA Championship — and in so doing spurred on his contemporaries. David Gilford, Jamie Spence, Philip Price, Russell Claydon and Mark Davis are others who will seek this year to enhance their reputations. Recruits from the amateur game, such as Gary Evans and Jim Payne, will hope to lay the foundation for successful careers.

Whether they can all respond to the exacting challenge and provide tangible evidence that the time is ripe for a new guard will be decided during a £22 million programme comprising 39 tournaments on the 1992 European Tour.

Their task is not an easy one, as alongside Faldo, Lyle and Woosnam, the likes of Severiano Ballesteros, Bernhard Langer, José-Maria Olazábal and Ronan Rafferty provide the most formidable nucleus of players in the history of European golf.

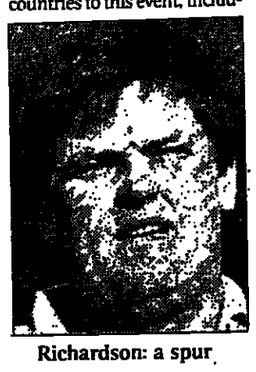
CARD OF COURSE

Hole	Yds	Par	Hole	Yds	Par
1	542	5	10	391	4
2	347	4	11	201	3
3	375	4	12	393	4
4	183	3	13	381	4
5	494	5	14	536	5
6	436	4	15	357	4
7	439	4	16	197	3
8	147	3	17	622	5
9	435	4	18	385	4
Out	3,398	36	In	3,453	36
Total yardage: 6,851				Par: 72	

The tour begins here today on the outskirts of Bangkok, of which Noel Coward wrote on his last visit, in 1968, "It's a lovely place and I'm fonder of it than ever."

Not everyone, however, is in favour of launching the 1992 circuit in Thailand. Some Australians have accused European officials of encroaching on their territory. It has been claimed that the European Tour event has siphoned players away from Australia, causing one tournament there to be abandoned.

Ken Schofield, the executive director of the PGA European Tour, rejects such accusation. "I'm amazed because there has been no formal objection from the Australian Tour commissioner," he said yesterday. "We have drawn players from 28 countries to this event, including the winners of 17 Volvo Tour events last year and 400 titles around the world. We did not go poaching for this tournament; we were approached by the sponsor."



Richardson: a spur

The expansion of the European Tour provides ever-increasing opportunities — it is understood that talks will take place soon on the possibility of an event in Argentina next January — and Ballesteros, Faldo and Woosnam are supporting this far-sighted approach. All three have broken away from their traditional winter recesses to compete both here and in Dubai next week. Faldo has taken only one month off, compared with three last year.

Ballesteros said: "It is the shortest break I've ever had in my career. I've had three weeks off instead of my usual ten. And I've played golf every day at home since December 29. I have to play more to keep up with the newcomers. The competition is getting tougher all the time.

"Things have changed so much. Ten years ago the European Tour began after the Masters and ended in mid-September, and there were only 15 players capable of winning. Today we are starting in January, ending in November and there are 40 who can win. I intend to play more and more golf and continue to compete."

Ballesteros, however, is suffering from a back injury. "I've had back problems in the past but it has never felt this bad," he said yesterday. "I had to walk in after nine holes on Tuesday, and even walking is difficult at times."

The Spaniard did complete his final practice round, although he took 73 strokes. The consensus is that it will require a score of around 20 under par on the Pinehurst course here to win the first prize of £83,330.

SPORTS LETTERS

Search continues for Tideway solution

From the Chief Harbour Master of the Port of London Authority

Sir, Mr Minale (Sports Letter, January 23) writes that new rowing rules have been introduced on the Tideway and alleges that there has been lack of consultation on the issue. On both counts he is wrong.

The International Regulations for Preventing Collisions at Sea apply to all vessels on the high seas and in all waters connected therewith, navigable by seagoing vessels. They are applicable to the tidal Thames and have been so for many years. The rule in question, 9 (a), states that "a vessel proceeding along the course of a narrow channel or fairway shall keep as near to the outer limit of the channel or fairway which lies on her starboard side as is safe and practicable".

I accept that there are parts of the river where it is not "safe and practicable" for rowers always to keep to the starboard side. We are continuing discussion with representatives of the Amateur Rowing Association (ARA) and the Thames Rowing Council concerning rules for navigation in these areas.

There have been a number of incidents on the Thames in recent years, involving rowing boats, which have required the PLA to remind river users of the need to comply with PLA river bylaws, which incorporate the international regulations.

Following the acquittal in 1990 of a tug master, who was tried at Middlesex crown court for causing a London university eight to break up in his wash, the judge directed that it was "in the interest of all who use the Thames if the ARA were alerted to the fact that the river is subject to PLA regulations, since these regulations are not being adhered to by all rowers". This direction was discussed at river users' liaison meetings, which are attended by representatives of the ARA and the Thames Rowing Council.

Recommendation 18 of the Marine Accident Investigation Branch's report into the collision between the Marchioness and the Bowbelle requires that rule 9 of the collision regulations should be strictly enforced in the river. A meeting was called by the PLA in May 1991, attended by representatives of the ARA, the Thames Rowing Council and all the various head of river race committees to address the issue.

Last year's head-on collision between two eights, which caused serious injury to one rower, resulted in my letter, of November 22, 1991, addressed to the captains of all rowing clubs using the tidal Thames, and another from Thames division of the Metropolitan Police.

Meetings were held between the PLA, police and the ARA's safety representative on December 18 and January 6 in an endeavour to reach a safe and practicable solution with regard to the application of the international regulations on the tideway. Such meetings will continue to be held until a satisfactory solution has been found.

Yours faithfully,
G. S. VARNEY,
Chief Harbour Master,
Port of London Authority,
Thames House,
St Andrews Road,
Tilbury, Essex.

From the Secretary of the Thames Rowing Council

Sir, There has always been an unwritten code for rowing upriver of Putney, as Mr Minale confirmed, but visiting crews and scullers have often been left on their own to find out, or do not bother at their peril.

I met the PLA several times to discuss safety and I was appalled by reports of the attitude of a minority of rowers to the commercial operators plying their trade. Much of the blame usually lay with the rower. All users of the river must co-exist as harmoniously as possible; perhaps the decline of commercial traffic led to rowers' complacency.

Safety has always been of concern to those involved in organising river sport and I trust that a sensible compromise will be reached, because rigid interpretation of the "starboard hand" rule will increase the risk of serious accidents. However, rowing clubs will have to enforce any agreement and publicise it to their guests when they visit the tidal Thames.

Non-tidal rivers have different safety problems, brought about by an increased leisure use of the river. It is, therefore, equally vital that the regulatory authorities keep the practical aspects of water safety in mind when reviewing planning applications such as the new Eton rowing course or when legislating for the Tideway.

Yours faithfully,
PETER BLASEBY,
Secretary,
Thames Rowing Council,
22 Bovingdon Heights,
Marlow, Buckinghamshire.

Caught out

From Mr David Lomas

Sir, Amid the criticism of Ian Botham by Geoffrey Boycott (report, January 29) — for playing golf instead of applying himself to net practice — it could be mentioned that in Calcutta in 1982, during his last tour as an England player, a certain Geoffrey Boycott was reprimanded by the tour management for being discovered on the golf course when meant to be sick.

Yours truly,
DAVID LOMAS,
21 Northampton Road,
Croydon, Surrey.

Sports Letters may be sent by fax to 071-782 5046.

Rugby must act on foul play

From Professor G. Clayton

Sir, A series of recent incidents in rugby union football has convinced me that the deterioration in standards is so serious that the time has come for all those involved in the game to stand up and be counted.

A few weeks ago BBC's *Rugby Special* showed the highlights of a game between Pontypridd and Llanelli. At one time it developed into a brawl every bit as disgraceful as the notorious one between Arsenal and Manchester United which led to fines and reprimands; all that the referee and the touch judges did on this occasion was to look on helplessly. It would be interesting to know what action the Welsh Rugby Union (WRU) took.

The pleasure which I derived, on behalf of my Welsh wife, from Wales's recent spirited victory over Ireland was soured by the injury suffered by Neil Francis as a result of a blow from Tony Copsey. The WRU's firm response to this blatant foul play was to name Copsey as a member of the team against France.

On the same day Gary Rees (Nottingham), whose play I have frequently admired, struck Stefan Marty, of London Irish, so severely that he was left with a broken jaw, loss of teeth and damage to the facial nervous system. The result is that the 28-year-old teacher may not be able to play again this season.

Last Tuesday, Dean Oswald, a New Zealander playing for Pontypool, was dismissed for punching and after the match, against Newport, John Groves, the referee, received due reward for his firm action in the form of a police escort.

What a pretty pass we have reached! I appeal to all the game's administrators, to reaffirm their commitment to the eradication of foul play and unfair practices and their determination to take effective action against all thugs and cheats.

I have little confidence that anything effective will be done. There are too many officials who are capable of making a similar remark to that of the Nottingham spokesman, who reportedly said: "I am surprised the episode is lingering on. I know the two players shook hands and we consider the matter closed." How myopic can you get?

Yours sincerely,
GEORGE CLAYTON,
108 Westbourne Road,
Sheffield, South Yorkshire.

Athletes' protest

From Mr Colin Smith

Sir, It is, of course, legitimate for Linford Christie and others to opt not to compete against multi-racial South African teams before that country adopts a political constitution which is acceptable to them (report, January 22).

However, in reaching their decision they have a responsibility not to engage in pointless gesture politics but to act in a manner favourable to the outcome they desire. They may also be wise to recognise that if black and white South African athletes, and their representatives, as well as groups like the ANC, desire such competition, this ought to suggest that the proposition has merit.

It would be unfortunate if athletes, whether out of fear or ignorance, were perceived to be capitulating to attitudes fostered by our own race relations industry. There is, in fact, a strong argument that athletes such as Christie and John Regis should compete in South Africa as often as they can in order to provide impetus for the normalization of that society.

Yours sincerely,
COLIN SMITH,
34 Greycoat Gardens, SW1.

From Mr Ricky Kelehar

Sir, David Miller is being unduly harsh on Linford Christie when he contends that Christie's protest about competing in Cape Town "is seriously out of date" (Comment, January 23).

I do not suppose for a minute that Christie is "unaware of events in South Africa over the past 18 months," as Miller presumes. What Christie and many of his fellow athletes are complaining about is the failure of the British Athletic Federation to consult them about the fixture. They argue that the political situation in South Africa is still extremely sensitive and that more time is needed to evaluate the permanency of current changes.

When contrasted with our government's headlong rush to embrace South Africa before proposed changes have yet to come fully into effect, the athletes' position seems eminently reasonable.

Yours sincerely,
RICKY KELEHAR,
Highbury, Woodbury Road,
Hawkhurst, Kent.

Truer measure

From Mr N. C. Lear

Sir, Steve Backley (report, January 27) is the first to throw a smooth javelin over 100 yards. Surely that is more notable than to have thrown 91.46 metres.

Yours faithfully,
N. C. LEAR,
20 Hans Road, SW3.

Court of Appeal — **Law Report** January 30 1992 — Court of Appeal

No right of silence in insolvency investigation

Bishopsgate Investment Management Ltd (in provisional liquidation) v Maxwell and Another
Cooper v Maxwell and Another
Mirror Group Newspapers plc and Another v Maxwell and Others

Before Lord Justice Dillon, Lord Justice Stuart-Smith and Lord Justice Mann

[Judgment January 29]

A director of a company was not entitled to rely on the privilege against self-incrimination to refuse to answer questions put to him by provisional liquidators under sections 235 and 236 of the Insolvency Act 1986.

However, the privilege against self-incrimination was available to a fiduciary from whom the principal was seeking information about dealings with trust money under the general law.

The Court of Appeal so held in reserved judgments in (1) dismissing the appeal of Mr Kevin Maxwell against the decision of Mr Justice Hoffmann on December 23, 1991 to refuse to discharge the order of Mr Justice Morritt on December 8 to appoint Mr Neil Cooper of Robson Rhodes as the provisional liquidator of Bishopsgate Investment Management Ltd, of which Mr Maxwell was a director from February 1988 to December 4, 1991, and in granting a declaration that Mr Maxwell was not entitled under sections 235 and 236 of the 1986 Act to rely on the privilege against self-incrimination and (2) dismissing the appeal by Mirror Group Newspapers plc and Mirror Group Newspapers Ltd against the decision of Mr Justice Hoffmann on December 23 that Mr Maxwell did not have to answer certain interrogatories on the ground of self-incrimination.

Mr Gavin Lightman, QC, Mr R. Alun Jones, QC, Mr Michael Briggs and Mr Philip S. Marshall for Mr Maxwell; Mr Philip Heslop, QC and Mr John Brisby for Bishopsgate and Mr Cooper; Mr Charles Falconer, QC, Mr Martin Moore and Miss Lexa Hilliard for Mirror Group Newspapers (MGN).

The Bishopsgate appeals

LORD JUSTICE DILLON said that it was not in doubt that Parliament could abrogate the privilege against self-incrimination by statute. Sometimes that was done by providing that a person might be questioned but limiting the use that could be made of his answers in any prosecution: see section 31 of the Theft Act 1968, section 72 of the Supreme Court Act 1981 and section 2 of the Criminal Justice Act 1987.

There were also cases where the privilege against self-incrimination had been held to have been impliedly removed.

The question was whether similar reasoning applied to the relevant sections of the Insolvency Act 1986. That depended on the proper construction and a proper appreciation of that Act.

Insolvency Act 1986

The Act consolidated with amendments the law of personal and corporate insolvency. His Lordship started with the assumption that the intention of Parliament was, *mutatis mutandis*, to promote harmony between the two systems.

The difficulty was that each system had, since more than 100 years ago, contained separate sections providing, on the one hand, for public examination in open court, and, on the other hand, for what was called private examination. It was necessary to discover what the respective functions of public and private examination were intended to be under the 1986 Act and how far those functions required that a person being examined should not be entitled to rely on the privilege of self-incrimination.

Public examination

Public examination in bankruptcy was now covered by section 290 of the 1986 Act by which public examination was no longer mandatory in every bankruptcy. But where it took place, the bankrupt was to be examined "as to his affairs, dealings and property".

His Lordship concluded without hesitation that *Re Paget* ([1927] 2 Ch 85) still applied and a bankrupt on his public examination could not invoke the privilege against self-incrimination.

Public examination was introduced into the field of companies winding-up by section 8 of the Companies (Winding-Up) Act 1890. Section 270 of the Companies Act 1948 contained provisions to the same effect.

However, although section 270 only applied in terms to winding-up by the court and only on provision of a further report by the Official Receiver, it was held in *Re Campbell Coverings Ltd (No 2)* ([1954] Ch 225) that public examination was available in a voluntary liquidation because section 307 of the 1948 Act enabled the court to exercise all or any of the powers which the court might exercise if the company was being wound up by the court. Section 112 of the 1986 Act was in the same terms as section 307 of the 1948 Act.

Section 133 of the 1986 Act replaced section 270 of the 1948 Act. The section bore obvious resemblances to the provisions of section 290 in relation to public examination in personal bankruptcy.

Consequently, if his Lordship was right that *Re Paget* applied to public examination in personal bankruptcy under section 290 of the 1986 Act, it must equally apply to public examination in companies' liquidation under section 133 with the consequence that the privilege against self-incrimination was not available to the person being questioned.

Private examination

There was also a strong line of authority in bankruptcy law to the effect that the bankrupt himself could not invoke the privilege against self-incrimination when questioned in his own bankruptcy. That went back before any distinction was drawn in the wording of statutes between public and private examination.

His Lordship wholeheartedly agreed with the statement of Mr Justice Vinelott in *Re Jeffrey S. Levitt Ltd* (unreported, October 29, 1991) that the provisions of the 1986 Act had to be looked at as a whole to ascertain the purpose of an examination under section 236 and whether the purpose necessarily involved the abrogation of the privilege.

It was plain to his Lordship that part of the mischief in the old law was the apparent inability of the law to deal adequately with dishonesty or malpractice on the part of bankrupts or company directors.

To that end, Parliament had, by the 1986 Act, greatly extended the investigative powers available to office-holders, with the assistance of the court, and had expressly placed the officers of the company, and others listed in section 235(3), under a duty to assist the office-holder.

A company could not act except by individuals and in the particular field of law with which the Bishopsgate appeals were concerned, it was illogical that the directors of a company should be entitled to rely on the privilege against self-incrimination on a private examination under section 236, whereas the individual insolvent was not so entitled on a private examination under section 366.

It was also illogical that directors, other officers or promoters of a company should be entitled to rely on the privilege against self-incrimination on a private examination under section 236 concerning the promotion, formation, business dealings, affairs or property of the company but should not be so entitled on a public examination under section 133 concerning the same matters.

Whether the privilege applied or not did not depend on whether the examination was conducted before the registrar or the judge.

His Lordship agreed with the conclusion of Mr Justice Hoffmann and would dismiss the appeals in Bishopsgate.

A further aspect which led his Lordship to the same conclusion was that under section 221 of the Companies Act 1985, as substituted by the Companies Act 1989, it was the duty of every company to keep accounting records which were sufficient to show and explain the company's transactions.

Failure to comply rendered every officer in default guilty of an offence unless he could show that he acted honestly and the default was excusable.

Any charges under section 221 would appear to be separate from charges of false accounting under the Theft Act 1968.

But in practically every case in which an office-holder wanted to examine a director under section 236 there would have been a failure to keep proper accounting records. But the object of the examination would be stultified if the director was entitled to rely on the privilege against self-incrimination.

Therefore, by implication, the plea was not available to any director or other officer of the company.

Lord Justice Stuart-Smith and Lord Justice Mann delivered concurring judgments in the Bishopsgate appeals.

MGN appeal

LORD JUSTICE DILLON said that the particular submission by MGN was that under the general law the privilege against self-incrimination was not available to a defendant if, immediately before the time of the fraud which was the subject matter of the action, the defendant was a fiduciary, servant or agent of the plaintiffs in the action and the plaintiffs were by the action seeking to recover from the defendant their moneys or property or an account of or information about such moneys or property for which the defendant, as such fiduciary, servant or agent, was accountable to the plaintiffs in equity.

In a subsidiary submission, it was urged that it was unsatisfactory that a company should be in a worse position, in the way of enforcing liabilities against fiduciaries if it was solvent and still trading than if it was insolvent.

But the short answer to that submission was that Parliament had seen fit to confer extensive powers on office-holders under the 1986 Act which it had not conferred on companies which were not in liquidation or in administration or in administrative receivership.

For the main submission, MGN relied on a trio of cases decided in the last century: *Green v Weaver* ((1827) 1 Sim 404), *Robinson v Kitchin* ((1856) 21 Beav 365) and affirmed in the Court of Appeal ((1856) 8 De GM & G 88) and *Chadwick v Chadwick* ((1852) 22 LJ Ch 329).

Mr Falconer argued that on the authorities earlier than *Green v Weaver* it was established that the privilege against self-incrimination was not available to a defendant against a plaintiff with whom the defendant had contracted that he would not avail himself of the privilege and that anyone who put himself into the position of a fiduciary thereby impliedly contracted thus.

His Lordship found it wholly unreal to suppose that when two parties, neither of whom was thinking of the privilege against self-incrimination, made an agreement they impliedly contracted that one would not involve the privilege against the other.

So far as his Lordship was aware, *Green v Weaver* and *Robinson v Kitchin* were not referred to in any modern textbook and had not been referred to judicially in any case since they were decided, except for references in *Rank Film Distributors Ltd v Video Information Centre* ([1982] AC 380) in the Court of Appeal and the decision of Sir Nicolas Browne-Wilkinson, Vice Chancellor, in *Tate Access Floors Inc v Boswell* ([1991] Ch 512).

In *Rank Film* Lord Justice Templeman left open the question whether the proposition he derived from *Green v Weaver* was now good law or not.

In *Tate Access*, the Vice-Chancellor had held that the cases did not establish the wide proposition that where a defendant agreed to act as a fiduciary he impliedly contracted not to raise the claim to the privilege against self-incrimination in any case brought by the principal to enforce the fiduciary duties and he doubted whether the two cases were good law today.

If Mr Falconer's proposition was valid, the considered and cogent judgments of the Court of Appeal in *Sociedade Nacional de Combusteveis de Angola UEE v Lundqvist* ([1991] 2 QB 310) would have to be rejected as decided *per incuriam*. The facts of that case cried out for the application of Mr Falconer's principle, if it was valid.

Finally, the limits of Mr Falconer's proposition were not at all clear. He sought to limit it to cases where the fiduciary relationship or relationship of master and servant or principal and agent came into being before the conduct of which an account was sought in the proceedings.

But in equity the trustee *de son tort*, or person who became a constructive trustee by knowingly participating in the fraudulent conduct of a fiduciary was just as much accountable and on substantially the same principles as the express trustee or the fiduciary servant or agent.

Taking those various factors together, his Lordship would hold that he was not bound by *Green v Weaver* and *Robinson v Kitchin*. On the contrary, the decision of the Vice-Chancellor in *Tate Access* should and would be upheld. The appeal by Mirror Group would therefore be dismissed.

The privilege against self-incrimination was so deeply entrenched that any decision to curtail it or make it not available was essentially a political decision and a matter for Parliament.

It did seem to his Lordship, however, that the present state of the general law, apart from such statutes as the Insolvency Act 1986, in which the privilege was available to a person who feared prosecution for conspiracy but was not available to a person who feared prosecution under the Theft Act 1968 was logically indefensible.

Lord Justice Stuart-Smith and Lord Justice Mann delivered concurring judgments.

Solicitors: Peters & Peters; Stephenson Harwood; Lowell White Durrant.

Counsel not following practice

In re D (a Minor)

Practitioners in the Court of Appeal frequently failed to comply with the practice directions relating to county court notes of evidence and specialist law reports.

Lord Justice Purchas, sitting with Mr Justice Douglas Brown in the Court of Appeal, so observed on January 28 when the court allowed an appeal against a condition in an adoption order.

HIS LORDSHIP said that the procedure relating to county courts notes of evidence, as set out in *The Supreme Court Practice 1991* at p934, was perfectly clear and was to be observed.

Where the notes of evidence obtained under that practice was incomplete, it was the duty of the parties and their advocates to exchange their notes of evidence so as to identify any supplementary matters.

It was not satisfactory for counsel to include in their skeleton argument matters derived from notes of evidence which had not been submitted to their opponents or the opponents' solicitors.

Counsel had tendered to the court *The All England Law Reports* and *Family Law Reports* of a case which had been reported in the official *Law Reports*. The official *Law Reports* were to be cited in preference to specialist law reports: see *The Supreme Court Practice 1991* at p938.

If counsel wished to rely on a specialist law report not included in the official *Law Reports*, he could put the specialist report on his list of authorities with an explanation for citing it.

One of the reasons for preferring the official *Law Reports* was that they contained argument which had been checked by counsel and, sometimes, also by the judge.

Counsels' lists of authorities had to be provided to the court by 9.30am on the day of the hearing.

Adding cause by amendment

Banks v CBS Songs Ltd and Others

Before Lord Justice Nourse, Lord Justice Scott and Sir David Croom-Johnson

[Judgment January 22]

A cause of action added to a writ or statement of claim by amendment did not become part of the original action until such time as the amendment was made. The abolition of conversion damages for infringement of copyright in respect of any proceedings commenced after the coming into force of the copyright provisions of the Copyright, Designs and Patents Act 1988 disallowed a claim for such damages being made by way of any amendments being permitted after that date to a statement of claim issued before it.

The Court of Appeal so held when allowing in part an interlocutory appeal by the plaintiff, Deborah Banks, from the judgment of Mr Justice Aldous on February 20, 1990 that had set aside an order of Master Gowers that had given the plaintiff leave to make further amendments to her statement of claim against the defendants, CBS Songs Ltd, ATV Music Ltd, Meawran Ltd, members of the UB 40 pop group, Femscan Ltd and Virgin Records Ltd.

The court did, however, allow the plaintiff to make amendments so as to claim infringement damages and also conversion damages for any post-writ infringements found to be part of a continuing cause of the action already pleaded.

Mr Michael Fysh, QC and Miss Alison Firth for the plaintiff; Mr Selwyn Bloch for the first and second defendants; Mr Kevin Garnett, QC, for the third to twelth defendants.

LORD JUSTICE SCOTT said that the plaintiff claimed to be the composer of a bucolic poem, recorded by UB 40, as the song, "Don't break my heart".

Her statement of claim served in 1986 alleged infringements of copyright by reference to a single recording of the song and to an album, "UB 40 Baggariddim".

In July 1989 the plaintiff applied to serve a re-reamended statement of claim that, *inter alia*, sought to add a third infringing record, "The Best of UB 40" to the two records specified in the original statement of claim.

The significance of that amendment was that it was directed to alleged infringements that had taken place since the date of issue of the writ: the manufacture in 1987 of that third recording. The purpose was to enable the plaintiff to claim additional damages under section 17(3) of the Copyright Act 1956 and under section 97(2) of the 1988 Act.

However, the 1988 Act omitted any provisions enabling conversion damages to be claimed. That change in the law resulted from the widespread criticism of conversion damages: see, for example, Lord Scarman in *Infabrics Ltd v Jaytex Ltd* ([1982] AC 1, 25-6).

The provisions of the 1988 Act relevant to the appeal came into effect on August 1, 1989 and transitional provisions in paragraph 31(2) of Schedule 1 to the 1988 Act preserved conversion damages only for the purposes of any proceedings begun before August 1, 1989.

Thus the question was whether conversion damages for any pre-August 1, 1989 infringements could be claimed in proceedings begun before that date but where the infringements had been added to the action by amendments made after that date.

The plaintiff's action plainly constituted "proceedings begun before commencement". But if new allegations of infringements were added by amendment, when, for the purpose of those infringements, were the "proceedings" commenced?

Mr Fysh did not contend that the new causes of action comprised in the amendments should, if the amendments were allowed, be treated as having been comprised in the original action. But he contended that the amendments should be treated as having been made on July 7, 1989, when the application for leave to amend was made, and were to be treated as comprised in the action as from that date.

Paragraph 31(2) referred to "proceedings begun before commencement". "Proceedings" in that context meant the proceedings in which the cause of action for which conversion damages were sought were prosecuted.

A cause of action added to a writ or a statement of claim by amendment did not become part of the action until the amendment had been made. The application for leave and the adjudication on it constituted judicial proceedings. But they constituted proceedings which were a necessary preliminary to the commencement of the proceedings whereby the new causes of action were prosecuted.

On the true construction of paragraph 31(2) "proceedings" in respect of any new causes of action comprised in the plaintiff's proposed amendments were not commenced before August 1, 1989 and conversion damages could not be claimed in respect of them.

Lord Justice Nourse and Sir David Croom-Johnson agreed.

Solicitors: Beasley & Johnson, Birmingham; Clintons; Simon Olswang & Co.

هكذا من الأصل

Able Player to justify Thornton's trek south

MICHAEL PHILLIPS

ABLE Player can vindicate his trainer Chris Thornton's decision to undertake the long journey south to Lingfield from his base at Middleham, North Yorkshire, by landingthe British Columbia Novices' Hurdle today in the hands of Graham Bradley.

It was the same stylish jockey who partnered the five-year-old, who has been good enough to win on the Flat at York and Haydock, when he won last time out at Wolverhampton on Boxing day.

That was Able Player's second victory over hurdles on the Midlands track this season. Sandwiched between them was a run at Sandown where he was fourth to Muse, Light Veneer and Daunou.

This is a drop in class even though Scotoni, a regular at Lingfield, has stood his ground. A winner of three Flat races on the Equitrack surface, Scotoni finally broke his duck under National Hunt rules there a week ago when he beat Antico Nativo by two lengths with Fact Or Fiction, another of today's runners, 15 lengths fourth.

As Antico Nativo went on to win on Tuesday, Scotoni's form stands up well, more especially since he had previously finished a good third to behind Gina-Diane and Yuvraj. But I believe Able Player can take this prize back to Yorkshire and he is my nap.

Sally Oliver, who trains in Staffordshire, is another who will also be undertaking the long trip to Lingfield. In her case it looks like being rewarded two-fold, first by **Invite D'Honneur** (2.10) then by **Knights** (4.10).

When Invite D'Honneur, my selection for the Alberta Novices' Selling Hurdle, won a claimer at Leicester on New Year's day he beat the Martin Pipe-trained favourite Passed Pawn by one-and-a-half lengths. The rest were 25 lengths away so it was probably an above-average claiming race and he is preferred to Freezing and Texan Clamour.

Knights, my choice for the Ontario Amateur Riders' Handicap Hurdle, strongly backed at Kempton last time out following good runs at Wolverhampton, Nottingham and Huntingdon.

But the confidence proved misplaced when Knights trailed in a well-beaten behind the winner Welshman. He is clearly capable of better, though, and he is taken to prove the point by defying top weight here.

Master Dancer, who was entered for the same race, runs instead in the Manitoba Handicap Hurdle. Having beaten Groomsman by six lengths on this surface at the beginning of this month, Master Dancer was then beaten four lengths by the same horse on Southwell's Fibresand. Back on the Equitrack he can pick up the winning thread.

After winning on Tuesday, Antico Nativo is not being allowed to rest on his laurels. He contests the Quebec Juvenile Novices' Hurdle carrying a penalty but I wonder whether he can give weight to **Madagans Grey**.

Before finishing sixth in his only race over hurdles at Leicester, the four-year-old won on the Flat at Goodwood after finishing fourth in the Queen's Vase at Royal Ascot.

More meetings lost

THE cold spell continues to disrupt racing. Both today's scheduled turf meetings, at Towcester and Edinburgh, were abandoned after morning inspections yesterday because of frost. However, no problems are reported for Lingfield Park's all-weather meeting.

Kelso's fixture tomorrow has also been lost because of frost, taking the season's total to 31 meetings abandoned.

Lingfield switches to the turf course for tomorrow's fixture but again hopes are high that racing will take place. There is also an all-weather programme at Southwell.

Prospects are brighter for Saturday when Sandown, Chepstow and Stratford are optimistic. Wetherby, however, inspect at 8.30am tomorrow and the outlook is gloomy. There is also an all-weather card at Lingfield.

CLIVE POSTLETHWAITE

No 1 team: Owner Meg Cooke with reigning Times champion Strong Bond

Increased prize fund for Times championship

BY BRIAN BEEL

THE TIMES Point-to-point Championship

PRIZE-MONEY for the sixth running of *The Times* point-to-point championship series final at Towcester on May 23 has been increased to £3,000.

The series will be further strengthened by a change in point-to-point regulations which allows a horse to win two restricted races before moving up in class. Owners will now have an easier task planning racing programmes to coincide with one of the 27 qualifying races, which start on the third week of the season at the North Hereford and continue until the Atherstone on May 2.

Land Rover and RMC continue their sponsorship of the men's and women's open race series. BMW have returned, after an absence of 13 years, to sponsor a series based on the confined race, previously known as the adjacent.

Land Rover and RMC return to Towcester (May 12) and Warwick (May 16) respectively for their finals while BMW stages its final at the Cheltenham hunter chase meeting on April 29.

During the 19-week season, 202 meetings have been arranged at 117 different locations, four of which will be used for the first time. They are the inside of the Market Rasen National Hunt course, which was planned to be used last year only for frost to cause the Lincolnshire United Hunt meeting to be abandoned. They will be trying again on Saturday week, and other hunts to use the course are the South Wold and Burton.

With Nedge also defunct, the Mendip Farmers move to Castle of Comfort and the Avon Vale to Barbury Castle. Older supporters may recall that Barbury Castle is not a new venue but a return to a course last used 30 years ago.

Marlborough Downs, a course steeped in history, is to be the permanent home of the Tedworth. It was once the training grounds for the famous Brown Jack and more recently Bob Turnell sent Pas Seul and Salmon Spray from there to win the Cheltenham Gold Cup and Champion Hurdle respectively.

A recent addition to the fixture list, Radwinter, has lasted only briefly and the Essex will now race at High Easter, , between Bishops Stortford and Chelmsford.

Following the lead of the Lauderdale meeting last year, many of the Welsh Border meetings will be charging a per capita entry fee rather than the traditional one for car parking.

Festival out for leading chaser

BY RICHARD EVANS
RACING CORRESPONDENT

REMITTANCE Man will miss the Cheltenham Gold Cup this year because of doubts about his stamina. Nicky Henderson's top-class chaser, the winner of the Arkle Challenge Trophy last March, will instead be aimed at the leading races over two-and-a-half miles with the £60,000 Mumm Melling Chase at Aintree on April 3 the main objective.

The eight-year-old had been one of the leading fancies for this year's Gold Cup until he lost his unbeaten record over fences in the King George VI Chase at Kempton Park on Boxing Day. Despite travelling well for much of the race, Remittance Man tired over the last half-mile when finishing three-and-a-half lengths third to The Fellow.

Henderson, announcing the decision at Windsor yesterday, said: "We are going to stick to two-and-a-half miles. Having had a chance to look at the King George there is no point at the moment in trying to go three-and-a-quarter miles round Cheltenham. He's not in the Gold Cup but we might still finish up there in future years."

Remittance Man will run in the Arlington Premier Chase final at Newbury on February 8 and be pencilled in for the grade two Cavalier Chase at Worcester on February 26. He will be entered for both the Queen Mother Champion Chase over two miles and the Cathcart Chase at Cheltenham.

Sparkling Flame remains Henderson's Gold Cup hope although he has not raced this season due to a niggling leg injury.

Halkopous enhanced his chances of running in the Trafalgar House Supreme Novices' Hurdle on the opening day of the Cheltenham festival following a bloodless victory in the Burnham Novices' Hurdle.

Mark Tompkins's useful Flat horse has take well to jumping and won as an odds-on favourite should with Ratify, another recruit from the summer sport, eight lengths away in second place.

Jamie Osborne completed a near 15-1 double on Copper Mine and Splitthedifference. He was particularly determined on Splitthedifference when withstanding the challenge of Clever Shepherd in the Boveney Chase.

POINT-TO-POINT FIXTURES FOR 1992

Fixtures in bold denote *Times* Championship series qualifiers.

FEBRUARY

1 North Cornwall at Wadebridge; North Norfolk at Higham; Old Raby at Witton Castle; Staff College and RMA Sandhurst at Tweseldown.

8 Cambridgeshire at Cottenham; East Cornwall at Great Trethew; Jedforest at Friar's Haugh; Lincolnshire at Market Rasen; Oxford University at Kingston Blount; Wheatland at Eyton on Severn.

15 Badsworth at Wetherby, Lanarkshire and Renfrewshire at Bogside, South Pool at Ottery St Mary; Suffolk at Ampton; United Services at Larkhill, Vale of Clettwr at Erw Lon.

19 Puckeridge and Thurlow at Horseheath.

22 Army at Tweseldown; Bolventor at Lemalla; Cheshire Forest at Tatton Park; Easton at Higham; Mendip at Castle of Comfort; North Hereford at Whitwick; South Durham at Howe Hills Great Stainton; West Percy and Milvain at Alnwick.

29 Berwickshire at Friar's Haugh; Cambridge University at Cottenham; Duke of Beaufort's at Didmarton; East Devon at Clyst St Mary; Grove and Rufford at Thorpe; Hursley Hambledon at Badbury Rings; Mid Surrey at Charing; Pembrokeshire at Lydstep; Sinnington at Duncombe Park; South Cornwall at Great Trethew; West Shropshire at Weston Park.

MARCH

4 Ross at Garnons.

7 Bicester with Whaddon Chase at Mollington; Brocklesby at Brocklesby Park; Chiddingfold, Leconfield and Cowdray at Parham, Derwent at Charm Park; Dunston at Ampton; North Ledbury at Upton-on-Severn; Silverton at Haldon; Tanatside at Eyton on Severn; Tynedale at Corbridge; Western at Wadebridge.

14 Brecon at Llanfrynach; Cumberland at Dalston; Dart Vale at Ottery St Mary; Holderness at Dalton Park; New Forest at Larkhill; Oakley at Newton Bromswold; Quantock at Williton; Sir Watkin Williams-Wynn's at Eaton Hall; South East at Charing; South Wold at Market Rasen; Waveney at Higham.

21 Cambridgeshire at Horseheath; Carmarthen at Lydstep; Cottesmore at Garthorpe, Duke of Buccleuch's at Friar's Haugh, Harkaway at Chaddesley Corbett; Hurworth at Howe Hills Great Stainton, Lamerton at Kilworthy; Meynell and South Staffordshire at Sandon, South Herefordshire at Garnons, Tweseldown at Tweseldown; West Street-Tickham at Detling; Weston and Banwell at Williton; Wilton at Badbury Rings.

28 Burton at Market Rasen; Cattistock at Toller Down Gate, Cheshire at Alpraham, Cleveland at Witton Castle; Clifton-on-Teme at Upper Sapey; Crawley and Horsham at Parham; Curre at Howick; Essex at High Easter; Grafton at Mollington; Morpeth at Tranwell; Royal Artillery at Larkhill; South Devon at Haldon; Tivyside at Pantyderi; Vale of White Horse at Siddington

APRIL

1 Mid Devon at Ottery St Mary.

4 Blackmore and Sparkford Vale at Kingweston; Blankney at Thorpe; Bramham Moor at Wetherby; East Essex at Marks Tey; Haydon at Corbridge, Monmouthshire at Llanvapley; Southdown and Eridge at Heathfield; Spooners and West Dartmoor at Cherrybrook.

7 Dumfriesshire at Lockerbie. Heythrop at Heythrop.

8 Axe Vale at Stafford Cross

11 Belvoir at Garthorpe. Bicester with Whaddon Chase at Kingston Blount, Dartmoor at Flete Park, Llandeilo at Erw Lon; Llangibby at Howick, Middleton at Whitwell on the Hill, Percy at Alnwick. ~~Portman at Badbury Rings~~; Puckeridge and Thurlow at Horseheath, United Pack at Brampton Bryan, West Kent at Penshurst; West Somerset Vale at Kingston St Mary.

14 Point-to-point Owners Club at Ashorne.

15 Tiverton at Hockworthy

18 Ashford Valley at Charing, Bedale and West of Yore at Bedale, Eglinton at Bogside, Essex and Suffolk at Higham; Garth and South Berks at Tweseldown; Glamorgan at St Hilary; Ledbury at Maisemore Park; Ludlow at Bitterley; North Staffordshire at Sandon, Seavington at Chard; South and West Wilts at Larkhill; Tetcott at Lemalla, Vale of Aylesbury at Kimble; Vale of Lune at Whittington; Woodland Pytchley at Dingley.

20 Braes of Derwent at Tranwell, East Kent at Aldington; Eggesford at Bishopsleigh; Essex Farmers and Union at Marks Tey, Four Burrow at Wadebridge; North Cotswold at Springhill; North Shropshire at Eyton-on-Severn; Old Berkshire at Lockinge; South Notts at Thorpe; South Pembrokeshire at Lydstep, Southdown and Eridge at Heathfield; Staintondale at Charm Park; Talybont at Talybont-on-Usk, Taunton Vale at Kingston St Mary; Vine and Craven at Hackwood Park.

21 Croome and West Warwickshire at Upton-on-Severn; High Peak and North East Cheshire at Flagg Moor; Pytchley at Guilsborough.

25 Berkeley at Woodford; Berks and Bucks at Kingston Blount; East Sussex and Romney Marsh at Bexhill; Fife at Balcormo Mains; Fitzwilliam at Cottenham, Flint and Denbigh at Eaton Hall; Pentyrch at Llantwit Major; Quorn at Garthorpe, South Dorset at Milborne St Andrew, Teme Valley at Brampton Bryan; Tiverton at Bratton Down, York and Ainsty at Easingwold.

MAY

2 Albrighton at Weston Park; Atherstone at Clifton-on-Dunsmore; Devon and Somerset at Holnicote, Lauderdale at Mosshouses, Llangeinor at St Mary Hill; Modbury at Flete Park, New Forest at Larkhill; Old Surrey and Burstow at Penshurst, Pendle Forest and Craven at Gisburn; West Norfolk at Fakenham; Worcestershire at Chaddesley Corbett.

4 Banwen Miners at Resolven, Cotley at Chard; Enfield Chace at Northaw; Hampshire at Hackwood Park, Radnor and West Hereford at Cursneh Hill; South Shropshire at Eyton-on-Severn; Stevenstone at Stibb Cross, Warwickshire at Ashorne; West Street — Tickham at Aldington; Zetland at Witton Castle.

6 Cotswold at Andoversford.

9 Cumberland at Aspatria; Essex Farmers and Union at Marks Tey; Fernie at Dingley; Gelligaer at Llantarnam; Minehead and West Somerset at Holnicote; Surrey Union at Peper Harow; Vale of Aylesbury at Kingston Blount.

13 Cambridge University at Cottenham

16 Border at Corbridge; Cotswold Vale at Andoversford; *Dulverton West at Bratton Down*, Golden Valley at Bredwardine, Holcombe at Aintree, Isle of Wight at Tweseldown; Melton at Garthorpe; Tedworth at Barbury Castle. Ystrad at Llanwonno.

23 Avon Vale at Barbury Castle; Dulverton East at Mounsey Hill Gate, Tredegar at Llantarnam.

25 Albrighton Woodland at Chaddesley Corbett; South Tetcott at Ashwater.

30 Exmoor at Bratton Down

JUNE

6 Torrington at Umberleigh

LINGFIELD PARK

MANDARIN	THUNDERER	RICHARD EVANS
1.40 Madagans Grey.	1.40 **MADAGANS GREY** (nap).	2.40 **ABLE PLAYER** (nap).
2.10 Invite D'Honneur.	2.10 No Inhibitions.	3.10 Master Dancer.
2.40 **ABLE PLAYER** (nap).	2.40 Able Player.	3.40 Ibn Sina.
3.10 Master Dancer.	3.10 Kino.	
3.40 Shelly's Folly.	3.40 Video Dealer.	
4.10 Knights.	4.10 Knights.	

The Times Private Handicapper's top rating: 2.40 **ABLE PLAYER**.

GOING: STANDARD SIS

1.40 QUEBEC JUVENILE NOVICES HURDLE (4-Y-O: £1,399: 2m) (10 runners)

1	062221	ANTICO NATIVO 2 (R Cross) S Dow 11-4	A Dicken (7)	● 99
2	160443	SHAMSHOM AL ARAB 16 (D,F) (Miss M Kalaji) W Carter 11-4	D Murphy	91
3	8	MADAGANS GREY 29 (Madagans Plc) R Boss 10-12	M Pitman	85
4	0P	COMANECI 34 (Victor Chandler Knights Hill Ltd) J Akehurst 10-7	Dale McKeown	87
5	833	LADY POLY 7 (Sheet & Roll Convertors Ltd) Miss B Sanders 10-7	A Maguire	81
6		PRIMERA BALLERINA 91F (N Moore) J Bosley 10-7	M Bosley	—
7	0	RIVER CHASE 15 (J Rogers) K Bailey 10-7	S McNeill	—
8		SHAURNI GIRL 26F (T Wall) R King 10-7	S Keightley	—
9	60	SHIMMERING SCARLET 17 (P Jones) R Buckler 10-7	R Dunwoody	83
10	58264	STAPLEFORD LADY 7 (Mrs D Potter) R Manning 10-7	Mr R Farrant (7)	81

BETTING: 6-4 Antico Nativo, 3-1 Shamshom Al Arab, 7-2 Madagans Grey, 8-1 Lady Poly, 10-1 Comaneci, 12-1 River Chase, 16-1 Shimmering Scarlet, 20-1 others others.

1991: SNUGGLE 10-5 S Smith Eccles (4-9 fav) M Tompkins 7 ran

FORM FOCUS

ANTICO NATIVO beat Eastern Magic 8l in 11-runner novice handicap hurdle over course and distance; earlier 2l 2nd of 14 to Scotoni with LADY POLY (6lb better off) 15l 3rd and 3l 2nd of 8 to Keen Vision with SHAMSHOM AL ARAB (7lb better off) 3½l 3rd over course and distance.
SHAMSHOM AL ARAB 15½l 4th of 17 to Salwan in Wolverhampton (2m, good) novice hurdle on penultimate start. MADAGANS GREY 12l 6th of 17 to Super Ritchart in Leicester (2m, good) novice hurdle. LADY POLY 9l 3rd of 9 to Pims Gunner in novice hurdle over course and distance on penultimate start. STAPLEFORD LADY 30l 4th of 15 to Caribbean Prince in Newton Abbot (2m 150yd, good to soft) selling novice hurdle.
Selection: SHAMSHOM AL ARAB

2.10 ALBERTA NOVICES SELLING HURDLE (£1,411: 2m 4f) (6 runners)

1	60-35P1	INVITE D'HONNEUR 29 (D,G) (The Vine Trail) Mrs S Oliver 10-11-13	V Slattery (5)	● 99
2	P6/000	CAVALIER SPIRIT 21 (B) (J Poulton) J Long 6-11-6	J Stanning (7)	—
3	35	NO INHIBITIONS 90 (K Rosser) A Denson 5-11-6	G Heaver (7)	—
4	1F124	FREEZING 14 (F,G) (Palacegate Corporation Ltd) R Simpson 4-11-3	D Gallagher	88
5	50244	TEXAN CLAMOUR 7 (Mrs D Straiss) J Moore 4-10-8	A Charlton	90
6	0	HADDON GIRL 12 (J Bosley) J Bosley 4-10-3	M Bosley	—

BETTING: 4-5 Invite d'Honneur, 3-1 Texan Clamour, 9-2 Freezing, 8-1 No Inhibitions, 20-1 Haddon Girl, 25-1 Cavalier Spirit.

1991: SPORTING IDOL 5-10-13 S Donohoe (11-4 jt-fav) C Popham 7 ran

FORM FOCUS

INVITE D'HONNEUR beat Passed Pawn 1½l in 19-runner Leicester (2m 4f, good) claiming novice hurdle. CAVALIER SPIRIT 38l 7th of 10 to Hold Court in selling hurdle here (AW, 2m).
NO INHIBITIONS 14l 5th of 19 to Dont Rough in Clonmel (2m, soft) maiden hurdle; previously placed in Downpatrick (2m 2f) bumper. FREEZING 17l 4th of 10 to Princess Moodyshoe in Taunton (2m 3f, good to firm) claiming novice hurdle; previously when 2½l 2nd of 14 to Lord Future in Nottingham (2m, good to firm) claiming novice hurdle. TEXAN CLAMOUR 8l 4th of 8 to High Grade in novice handicap hurdle over course and distance.
Selection: INVITE D'HONNEUR (nap)

2.40 BRITISH COLUMBIA NOVICES HURDLE (£1,280: 2m 2f) (9 runners)

1	2141	ABLE PLAYER 35 (G,S) (W Pallister) C Thornton 5-11-11	G Bradley	● 99
2	6-33231	SCOTONI 7 (C) (R O'Sullivan) R O'Sullivan 8-11-11	D O'Sullivan (3)	94
3	PP-05UP	CAPTAIN MANNERING 9 (V) (F Stribbling) L Codd 7-11-5	A Maguire	80
4	44	FACT OR FICTION 7 (Miss B Sanders) Miss B Sanders 6-11-5	J Halls (7)	87
5	5409PS	SHEIKH'S PET 2 (B) (F Bowl) Mrs J Wonnacott 6-11-5	S Donohoe (5)	89
6	0-00	STRONTINO 84 (G Johnson) M Robinson 7-11-5	J White	73
7	000P30	NEW PROBLEM 14 (Mrs D Potter) R Manning 5-11-0	Mr R Farrant (7)	82
8	60	JOLLY FLIER 29 (A Hawkings) N Kernick 4-10-8	R Greene (5)	62
9	05	WINGS OF FREEDOM 22 (American Technical Ltd) J Jenkins 4-10-8	R Dunwoody	—

BETTING: 2-1 Able Player, 5-2 Scotoni, 4-1 Fact Or Fiction, 8-1 New Problem, 10-1 Strontino, Wings Of Freedom, 14-1 Sheikh's Pet, 16-1 others.

1991: THREEWAYGIRL 7-11-0 S Smith Eccles (8-13 fav) J Jenkins 4 ran

FORM FOCUS

ABLE PLAYER beat Cream And Green 8l in 12-runner Wolverhampton (2m, good) novice hurdle; previously 24l 4th of 14 to Muse in Sandown (2m, good) novice handicap hurdle.
SCOTONI beat Antico Nativo 2l in 14-runner maiden hurdle here (AW, 2m) with FACT OR FICTION (6lb better off) 15l 4th. FACT OR FICTION 27½l 4th of 11 to Storm Orphan in novice hurdle here (AW, 2m) on penultimate start. SHEIKH'S PET 7¾l 3rd of 9 to Storm Orphan in conditional jockeys handicap hurdle here (AW, 2m). NEW PROBLEM 10l 3rd of 11 to Barrica in Wincanton (2m, good to firm) novice hurdle on penultimate start. WINGS OF FREEDOM 38l 5th of 8 to Days Of Thunder in Plumpton (2m, good) novice hurdle.
Selection: ABLE PLAYER.

3.10 MANITOBA HANDICAP HURDLE (£1,728: 3m) (13 runners)

1	51-5053	LEADING ROLE 2 (F,S) (Mrs B Ramsden) C Allen 8-11-10	D Gallagher	● 99
2	42314-6	ROSTREAMER 29 (B,G,S) (Miss D Forsyth) G Bravery 9-11-3	R Beggan	97
3	310534	HARD TO HOLD 13 (F,G,S) (Mrs V Hambly) D Esden 9-10-13	Mr A Hambly	89
4	3-60160	KINO 35 (B,G,S) (R Bassett) S Sherwood 5-10-9	A S Smith	90
5	02-P102	MASTER DANCER 10 (C,BF,G,S) (C Billot) T Thomson Jones 5-10-9	Miss S Billot	98
6	400041	CARFAX 14 (C,G,S) (Mrs J Hoad) R Hoad 7-10-7	M Hoad	91
7	223-133	CAROLES CLOWN 16 (C,BF) (M Haynes) M Haynes 6-10-7	J Railton	98
8	42132-P	PRAIRIE STORM 21 (F) (A Wates) T Etherington 8-10-4	R Martin (7)	80
9	4-P3520	KINGSWOOD KITCHENS 17 (BF,F,G) (P Clarke) P Clarke 12-10-4	I Lawrence	—
10	3F5/S05	ESCRIBANA 28 (C,F) (BDRC Owners Group) J Jenkins 7-10-3	R Dunwoody	92
11	1-50066	LONGGHURST 14 (D,F,G,S) (Hesflo Installations Limited) B Forsey 9-10-0	I Shoemark	86
12	P-00506	TALUS 15 (F) (J & D Contract Cleaners Ltd) J Bosley 8-10-0	M Bosley	89
13	224-455	NAUTICAL BELLE 7 (G) (J Sainsbury) J Ringer 8-10-0	S McNeill	77

Long handicap: Longghurst 9-12, Talus 9-6, Nautical Belle 8-13.

BETTING: 7-2 Master Dancer, 9-2 Caroles Clown, 11-2 Kino, 6-1 Leading Role, 8-1 Hard To Hold, Rostreamer, 10-1 Carfax, 12-1 Escribana, 14-1 Longghurst, 20-1 others

1991: GO SOUTH 7-11-7 M Ahern (9-4) J Jenkins 9 ran

FORM FOCUS

LEADING ROLE 22l 3rd of 5 to Cazaudehore in handicap hurdle here (AW, 2m 4f). HARD TO HOLD 12l 4th of 10 to Hugli at Kempton (3m, good to firm); earlier 8¼l 3rd of 20 to Dark Honey at Leicester (3m, good) with ROSTREAMER (2lb better off) 29½l 8th and TALUS (7lb better off) 3l 7th
KINO best recent effort when beating Sharpgun 3l in 15-runner Leicester (2m, good) conditional jockeys handicap hurdle with ESCRIBANA (19lb better off) slipping up. MASTER DANCER 4l 2nd of 9 to Groomsman in Southwell (AW, 2m 6f) handicap hurdle. CARFAX beat Gypsy Trail 10l in 8-runner selling handicap hurdle here (AW, 2m 4f). CAROLES CLOWN 9½l 3rd of 6 to Young Fact in claiming hurdle here (AW, 2m 2f).
Selection: KINO

3.40 NEWFOUNDLAND CLAIMING HANDICAP HURDLE (£1,506: 2m) (10 runners)

1	403334	SHELLY'S FOLLY 10 (Palacegate Corporation Ltd) K Burke 7-11-10	D Bridgwater (3)	93
2	F060-0P	GILDED YOUTH 8 (B,D,F) (Miss K George) Miss K George 7-11-5	D Skyrme	96
3	356223	IBN SINA 28 (Mrs J Ward) M Robinson 5-11-2	I Lawrence	92
4	00PF0-0	LANE LAD 14 (Mrs J Wonnacott) Mrs J Wonnacott 8-10-13	S Donohoe (5)	81
5	624652	SCENTED GODDESS 7 (A Goodman) J Moore 4-10-11	—	98
6	0006	DESERT FOREST 15 (M Scott) G Balding 4-10-11	A Maguire	—
7	P-0FF60	VINTON VA 35 (P Zellick) R Bennett 7-10-6	L O'Hare (7)	● 99
8	26P	VIDEO DEALER 33 (P Abbey) C Horgan 4-10-5	R Beggan	—
9	00-0P0P	PRESS FOR ACTION 13 (J Eden) Mrs S Oliver 7-10-3	Jacqui Oliver	—
10	PP-PP	RED AND GOLD 13 (A Lloyd G Small Partnership) Mrs S Oliver 9-10-2	A Jones	—

BETTING: 5-2 Scented Goddess, 7-2 Shelly's Folly, 4-1 Ibn Sina, 6-1 Desert Forest, 8-1 Video Dealer, 10-1 Vinton Va, 14-1 Lane Lad, 20-1 others.

1991: LUSTY LAD 6-11-10 S Keightley (11-4) M Haynes 4 ran

FORM FOCUS

SHELLY'S FOLLY 9l 4th of 14 to Hill Beagle in Southwell (AW, 2m) claiming handicap hurdle. IBN SINA 10l 2nd of 7 to Gallant Effort in novice handicap hurdle here (AW, 2m 4f).
LANE LAD 29l 7th of 13 to Bud's Bet in Taunton (2m 110yd, good to firm) novice handicap hurdle. SCENTED GODDESS 7l 2nd of 9 to Young Fact in Lingfield (AW, 2m) claiming hurdle. VINTON VA tailed off 10th of 12 to Knight's Spur in Wolverhampton (2m, good) novice hurdle. VIDEO DEALER 8l 2nd of 11 to Jenpat at Huntingdon (2m 110yd, firm)
Selection: SCENTED GODDESS

4.10 ONTARIO HANDICAP HURDLE (Amateurs: £1,399: 2m 4f) (8 runners)

1	15-2330	KNIGHTS 12 (G) (P Gormley) Mrs S Oliver 8-12-0	R Braham (7)	90
2	5	YUKON QUEST 7 (Mrs E Nield) C Holmes 8-12-0	G Brown (7)	—
3	3210-52	STRAIGHT LACED 7 (B) (P Clarke) P Clarke 5-11-4	P Clarke (7)	96
4	F21500	ABIGAIL'S DREAM 7 (CD,G) (Palacegate Corp) J Jenkins 5-11-2	P Harding-Jones	● 99
5	2U/005P	LOST ART 10 (B,F,S) (Group 1 Racing (1991) Ltd) M Charles 9-10-2	Miss T Spearing (7)	82
6	000180	IBN ZAMAN 14 (B,G) (D Carey) D Carey 6-10-0	N Miles (7)	92
7	60-0550	SABRE LONG 9 (Miss V Philips) L Codd 6-10-0	R White (7)	84
8	0U00/6	JIM BROWN 7 (Mrs H Haynes) H Haynes 11-10-0	Y Mehmet (7)	—

Long handicap: Ibn Zaman 9-12, Sabre Long 9-5, Jim Brown 8-10

BETTING: 6-4 Knights, 11-4 Straight Laced, 4-1 Abigail's Dream, 10-1 Ibn Zaman, Sabre Long, 16-1 Lost Art, 25-1 Jim Brown, 33-1 Yukon Quest.

1991: HOWJAL 6-10-7 Miss S Murgatroyd 5-4 (J Bostock) 8 ran

FORM FOCUS

KNIGHTS 9½l 3rd of 15 to Cheerful Times in Wolverhampton (2m, good) handicap hurdle. YUKON QUEST 41½l 5th of 7 to Take Issue here (AW, 2m 2f) with JIM BROWN distance 8th.
STRAIGHT LACED 3½l 2nd of 6 to Gina-Diane in handicap hurdle here (AW, 2m) ABIGAIL'S DREAM very disappointing since beating Corly Special 4l in 17-runner Wetherby (2m 4f, good) selling hurdle in November. LOST ART 22½l 5th of 11 to Master Dancer in handicap hurdle here (AW, 2m 6f) on penultimate start. IBN ZAMAN best recent effort when beating Heard It Before 8l in 12-runner Devon (2m 1f, good) selling novice handicap hurdle SABRE LONG tailed off 12th of 16 to J Brand at Chepstow (2m, good to soft)
Selection: KNIGHTS

COURSE SPECIALISTS

TRAINERS	Winners	Runners	Per cent	JOCKEYS	Winners	Rides	Per cent
M Robinson	4	8	50.0	A Dicken	8	14	57.1
S Dow	11	24	45.8	J White	4	12	33.3
T Thomson Jones	6	15	40.0	Dale McKeown	24	75	32.0
Miss B Sanders	16	44	36.4	A Maguire	6	20	30.0
J Jenkins	16	63	25.4	S Donohoe	4	14	28.6
K Bailey	6	25	24.0	I Lawrence	4	17	23.5

Pipe dominates Tote Hurdle

MARTIN Pipe-trained runners continue to dominate the betting for the £20,000-added Tote Jackpot Handicap Hurdle at Sandown on Saturday (George Rae writes).

Sweet Glow has hardened from 5-1 to 4-1 favourite with the sponsors, while Balasani, the winner of the William Hill Handicap Hurdle at Sandown in November, is the 7-1 joint second favourite, with Cab On Target, after sustained support from 10-1 over the past two days.

The Tote also report steady backing for the Oliver Sherwood-trained Dwadme, now at 8-1 (from 10-1).

On the same card, Agfa, the sponsors of the big handicap chase, have offered to refund the travelling expenses of Oklaoma II, the French entrant, if the meeting is called off. Roland Kleparski, the owner, trainer and rider of the Grand National hopeful, is keen to run in the Diamond Chase but does not want to make a wasted trip.

Looking beyond Sandown, Sherwood has Arctic Call, the 1990 Hennessy Gold Cup winner, back trotting after a successful throat operation to improve his breathing.

The trotting regime will continue for two weeks before Arctic Call returns to full work in preparation for the Whitbread Gold Cup at Sandown Park in April.

Further big-race news yesterday concerned the *Racing Post* Handicap Chase at Kempton Park on February 22. There were 39 entries, headed by Jenny Pitman's former Gold Cup winner Garrison Savannah. He has been allotted 12 stone, 5lb more thanb stable companion Toby Tobias.

☐ There were 75 second acceptors yesterday for the one-mile William Hill Lincoln Handicap at Doncaster on March 21.

RESULTS FROM YESTERDAY'S TWO MEETINGS

Windsor

Going: good to firm

1.20 (2m 30yd hdle) 1. COPPER MINE (J Osborne, 5-4 fav). 2, Interpretation (J Kavanagh, 3-1): 3, Noble Insight (P Scudamore, 12-1) ALSO RAN 8 Manenda (5th) 12 Jimmy The Gillie (4th), Candle Glow, 16 Ice Gold (6th), Irish Orchid, 25 Clever Artist, Fearless Fred, Croghan Rose, 33 Marine Ices, 50 Favoured Victor, Front Street, Spey Royale, 66 Backhereorbust (pu), Bryansbi, Bustling Around, Charlottes Delight (pu), Chilly Day, Ace Hill 21 ran 6l, 5l, 2½l, ½l, 1l. O Sherwood at Upper Lambourn Tote £2 40, £1 40, £1 70, £2 60 DF £3 80. CSF £6 33

1.50 (3m ch) 1. BANKER'S GOSSIP (R Dunwoody, 15-8 fav). 2 Mr Dormouse (J Frost 13-2): 3, Ryton Guard (G McCourt, 8-1) ALSO RAN 5 Catchapenny (6th), Sunset Again (4th), 12 Disco Duke (f), Mr Gee (5th), 16 Marmite Soldier, 33 Adams Imprint, Bold Republic, Brandon Pier, Hammer (pu). 50 Norham Castle (pu) 13 ran. NR Country Member. Zimmerman ¾l, 1l, 15l, 3½l, 5l D Nicholson at Stow-On-The-Wold Tote £2.30: £1 60, £2 10, £2 40 DF. £10.20 CSF £15.06.

2.20 (2m 6f hdle) 1. BALLYSTATE (G Upton, 8-1), 2, Cheeky Fox (M Bosley, 10-1) 3, Staunch Rival (D Bridgwater, 12-1). 4, Bighayir (P Scudamore, 5-2 fav) ALSO RAN 5 Poacher's Delight (6th), 8 Reve En Rose (5th). 12 Super Ritchart, Rivertino, Cainsbridge Queen, West Monkton (pu). 16 Upham View, Top It All, Castle Orchard. 20 Fling In Spring, 25 Sunday Jim (pu) 33 Beryl's Joke (pu), Bold Imp, Barley Oats (pu), Wisebow, Ben The Bomber (pu) 100 Real Return (pu), Lordy (pu) 22 ran 3l, 1l, ¾l, 20l, 2l C James at Newbury. Tote: £12 70, £4.00, £3.30, £3 70, £1 40 DF £50.90 CSF £96.21 Tricast: £931 52

2.50 (3m ch) 1. SPLITTHEDIFFERENCE (J Osborne, 6-1). 2, Clever Shepherd (Peter Hobbs, 7-4 fav), 3, Skinnhill (M A Fitzgerald, 4-1) ALSO RAN. 9-2 Team Challenge (4th). 5 Bolshoi Boy (pu), 20 Bonanza Rebel (pu), 50 Upslanding (pu), Solent Lad (pu) 8 ran 1½l, 12l, 30l Mrs A Barclay at Moreton-In-Marsh. Tote £6.90: £1.40, £1 20, £1 60 DF £5 40 CSF: £16.08. Tricast £41.47

3.20 (2m 30yd hdle) 1, HALKOPOUS (P Scudamore, 4-9 fav; Mandarin's nap), 2, Ratify (J Osborne, 10-1), 3, Smart Rebal (L Harvey 33-1) ALSO RAN 10 Race To Time, Toomuch Toosoon (5th), 12 Bengal Tiger (4th), 16 Northern Conqueror, 20 Saffaah, Lucky Noire, 25 Pusey Street Boy. 33 Every One A Gem, Invocation, Weapon Exhibition, 40 Lark Rise (6th), 50 Anatroccolo, 66 Indian Chief (pu), Just David, Dancing Lucy (pu), Last Double, Breakers Ahead 20 ran. NR My Lamb, Monscoma. 8l, 15l, 2l, 1l, 2½l M Tompkins at Newmarket Tote: £1 60; £1 10, £2.90, £31 90 DF. £6 90 CSF £8 54

3.50 (2m 5f ch) 1, AVONBURN (A Maguire, 3-1), 2, Bill And Coup (M A Fitzgerald, 9-1), 3, Glebe Prince (L Dace, 14-1), 4, Moe Greene (J Pullin, 20-1) ALSO RAN: 5-2 fav Dan Marino (f), 8 Duke's Whistle (f), 9 Miss Fern, 12 Meningi (6th). Celtic Hamlet (f), 14 Rare Bid (5th), 16 Mistress Rosa (bd). 20 Solar Cloud, Majestic Bruno, 33 Cobblers Cooler (f), 50 Mutarid, Kilcoursey 16 ran 1½l, ½l, 8l, 1½l, 5l M Robinson at Wantage Tote £3.00, £1.10, £1.90, £5.10, £4 40 DF £27 00. CSF £32.89. Tricast: £330 07

4.20 (2m 30yd hdle) 1, KIBREET (P Holley, 5-2 fav); 2, L'Uomo Piu (W Irvine, 7-1), 3, Final Sound (N Coleman, 8-1). ALSO RAN. 9-2 Present Times, 8 Tyburn Lad (f), 9 Green's Fine Art, 10 Love Anew, 12 Rastannora (6th). 16 Alosaili (5th), Star Of The Glen, 20 Directors' Choice (4th). 33 Persian Luck, 50 Crossroad Lad, 66 San Francisco Joe, 14 ran. 8l, sh hd, 4l, 3l, 1½l D Elsworth at Whitsbury. Tote £3.40; £1 40, £2.50, £3.60 DF: £11 30 CSF £21.84 Tricast: £123 91

Placepot: £5.00.

Southwell

Going: standard

1.40 (5f) 1, Creche (N Day, 11-10 fav), 2, Grubby (33-1), 3, Ever So Lonely (9-2) 10 ran. 8l, hd Mrs N Macauley Tote: £1 80: £1 10, £21.20, £2 00 DF £41 80. CSF £36.07

2.10 (1m 4f) 1, Lord Advocate (B Doyle, 12-1); 2, Unrivalled (20-1), 3, Le Temeraire (10-1), 4, Shining Wood (6-1 fav) 17 ran 3½l, 3½l M Naughton Tote £18 70, £4 30, £2.30, £3 10, £1 40 DF (1st or 2nd with any other) £3 90 CSF. £220 79 Tricast £2,283 55.

2.40 (7f) 1. Pop To Stans (Alex Greaves, 11-10 fav); 2, Life's A Breeze (4-1), 3, Palacegate King (7-4) 5 ran 12l, 2l T Barron Tote £2 10, £1.10 £2 40 DF £5 60 CSF £5 59

3.10 (1m) 1. Ferdia (W Ryan, 2-1 jt-fav), 2, Lady Of Letters (20-1), 3, Hand On Heart (2-1 jt-fav) 5 ran 4l, 2½l R Hollinshead Tote: £2 80; £1 10 £4 10 DF £16 70 CSF £23 44

3.40 (1m) 1 Martini Executive (D Nicholls, evens fav), 2, Ballerina Bay (9-1): 3, Model Nurse (14-1) 9 ran 2l, 3½l W Pearce Tote £1 90, £1 10, £2.90, £3.20, DF. £7.20 CSF £11 18 Tricast £81.74 After a stewards' enquiry, result stood

4.10 (7f) 1 Question Of Degree (Kim Tinkler, 12-1), 2, Sandmoor Denim (8-1), 3, MCA Below The Line (7-1) Vuchterbacher 11-4 fav 10 ran 3l, 2½l. N Tinkler. Tote £25.10; £4.40, £2 10, £3 10 DF £34.70. CSF. £98.50. Tricast £868 34

Placepot: £1,655.20.

☐ Frankie Dettori and Alan Munro will ride in the first Young Jockeys World Championship in Japan on March 14 and 15.

هكذا من الأصل

CRICKET

Run chase is almost successful for India

FROM JOHN WOODCOCK IN ADELAIDE

INDIA made a brave but unavailing effort to win the fourth Test match here yesterday and so keep the series alive. They went down in the end by 38 runs with 41 balls to spare, but not before giving us the most entertaining batting of the match.

Only twice have as many as 372 runs. India's target, been made to win a Test match, and there can have been precious few of the crowd who would not have cheered them to the echo had they managed it now. The Indians were not alone in reckoning that they had the worst of the umpiring.

Although India scored, for most of the day, at a rate that would have won them the match, the loss of their first four wickets in the first 90 minutes for only 71 runs proved just beyond recovery. Sidhu, Tendulkar and Vengsarkar were all given out leg-before when it was hard to believe that there should not have been some element of doubt in the umpires' minds. If Tendulkar looked mildly surprised at the decision that went against him, Vengsarkar was clearly dumbfounded.

But after scoring only 51 runs in his previous six innings in the series, Azharuddin kept India's hopes alive with a brilliant hundred. As if thinking that the match was as good as over, Border bowled Warne, his inexperienced and fairly ordinary leg spinner, for the first 85 minutes of the afternoon, and with Azharuddin and Manjrekar together the initiative changed hands.

Then, even after Manjrekar had been run out — he and Azharuddin finished up in the same crease — and Kapil Dev caught in the gully, making it 182 for six, Azharuddin found an equally active partner in Prabhakar.

When the new ball was taken at 282 for six, with 21 or perhaps 22 overs remaining and Prabhakar and his captain steaming along, it was no more than a shade of odds against India.

Batting comes so naturally to most of the Indians that their No. 9, Pandit, has a first-class average from 108 innings of 52. Australia, in fact, still had plenty of work to do when Azharuddin, going for that magical stroke of his off his legs, which had been scorching the turf off the old ball, edged the new one to slip. An hour later McDermott was leading the Australians off the field, having taken ten wickets in the match and four for 24 with the new ball.

The Australian selectors announced after the match that Marsh and Waugh had been dropped, and that their places in the party for the final Test would go to Tom Moody and Wayne Phillips. In Waugh's case it could amount simply to a reminder to take nothing for granted.

On the same ground a year ago he played an innings against England that was marvelled at for its flawlessness and style; and in the West Indies last spring he was Australia's outstanding batsman. As one of the best players in the world, he will be back, no doubt, for the World Cup in three weeks' time, but for Australia's opponents their sudden uneasiness will be a source of encouragement. In six innings in the present series Waugh has scored 83 runs.

AUSTRALIAN PARTY: A R Border (captain), M A Taylor, W N Phillips, D C Boon, D M Jones, T M Moody, I A Healy, M G Hughes, C J McDermott, S K Warne, M R Whitney, P R Reiffel.

SCOREBOARD

AUSTRALIA 145 and 451 (D C Boon 135, M A Taylor 100, A R Border 91, Kapil Dev 5 for 130)

INDIA 225 (Kapil Dev 56; C J McDermott 5 for 76)

Second Innings

K Srikkanth b McDermott	22
N S Sidhu lbw b Hughes	35
S V Manjrekar run out	45
S R Tendulkar lbw b Waugh	17
D B Vengsarkar lbw b Hughes	4
*M Azharuddin c Taylor b McDermott	106
Kapil Dev c Marsh b Hughes	5
M Prabhakar lbw b McDermott	64
†C S Pandit c Waugh b McDermott	7
S L V Raju not out	6
J Srinath c Warne b McDermott	3
Extras (b 3, lb 9, nb5)	17
Total	333

FALL OF WICKETS 1-52, 2-72, 3-97, 4-102, 5-172, 6-182, 7-283, 8-291, 9-327

BOWLING: McDermott 29 1-8-92-5 (nb3), Whitney 17-3-59-0; Hughes 23-5-66-3, Waugh 12-2-36-1 (nb2), Warne 16-1-60-0; Border 3-0-8-0

Pakistan open door to Miandad's inclusion

Karachi: Imran Khan, the Pakistan captain, said yesterday that Javed Miandad, the country's leading batsman, could still play in the World Cup in Australasia next month. Imran said: "He has the option to come to Australia if he feels fit."

Miandad was left out of Pakistan's preliminary World Cup squad of 15 named earlier this week because of a back injury. The squad will be reduced to 14 players shortly before the tournament begins and Imran made it clear Miandad could be included if he recovers in time.

Miandad, aged 34, is undergoing treatment for his back injury, which recurred during training at Lahore last week.

☐ Mike Atherton, who has been forced to miss England's tours this winter through injury, has resumed practice. He batted in the Yorkshire indoor school nets yesterday.

☐ **Christchurch:** England women's team warmed up for its fixture against New Zealand under-23 on Saturday by comfortably beating a President's XI by 150 runs here yesterday.

SCORES: England 244-8 dec (W Watson 92) and 198-5 dec (S Metcalfe 62 not out, J Chamberlain 61). NZ President's XI 209-5 dec and 83 (S Kitson 3-11, D.Stock 3-17).

GRAHAM MORRIS

Covering the options: Alec Stewart checks out the Eden Park second Test wicket in Auckland yesterday

Stewart's stock on the rise

A quiet achiever has been making himself heard for England, reports Alan Lee, cricket correspondent

Auckland

FIRST there was Lawrence, then Tufnell and now the inevitable Botham: England's New Zealand tour is being dominated by a succession of personalities. Alec Stewart's profile is unobtrusive by comparison, yet nothing has been more impressive than the manner in which he has coped with an ever-increasing responsibility.

Only last summer, Stewart was at best a fringe member of the England side. Now, in rapid sequence, he has been asked to keep wicket, open the batting and act as vice-captain. So much has been asked of him that, paradoxically, little has been expected. It was easy to believe that Stewart, out of his depth, would sink without trace.

That he has survived is to his credit. But, in fact, he has done better than that. He has taken on the job of opening, which he did not want, and the job as Graham Gooch's deputy, which he did not anticipate, and done both with pride and purpose.

A year from now, someone will have to replace Gooch, if only temporarily, for the tour of India, and the way things stand it would take a brave man to bet against it being Stewart.

Sensibly, he plays the prospect down. "I still feel I have some work to do to establish my place in the side first," he said yesterday. "I don't know if you can ever feel sure of it. I back my ability to play at this level but I don't look beyond the next match yet."

That match began, for Stewart, here this morning and, for once, there was no debate about his place in the side. Centuries in his last two Tests made certain of that, but if the one scored against Sri Lanka, at Lord's, was a breakthrough for being his first, it was dwarfed by the 148 he made at Christchurch a fortnight ago.

The argument against Stewart going in first had always been his propensity for getting out to the loose shot around off stump, usually caught in the slip or gully area. He was aware of the deficiency: aware, too, of the additional danger posed to his free style by the movement of the new ball. So he reined himself in, visibly exhorting himself to eliminate all risks. Against the odds, he succeeded.

"I enjoyed the discipline of that hundred more than anything," he recalls. "I know I have got out in that area too much, and I was telling myself to play at nothing I did not need to. When Goochie was out early it was even more important for me to hang around."

Gooch's feelings on his partner's innings were a mixture of admiration and relief, for Stewart had very much been his choice. But there was, of course, another man in the dressing-room touched by pride, a man who has rigidly referred to the player concerned as Alec Stewart, despite the fact that he is speaking of his own son. There have been times, amid mischievous and misinformed accusations of nepotism behind the younger Stewart's selection, when both father and son have suffered for their relationship.

"If things are not going so well for me, people think there is a story there," says Alec. "I don't know what the old man feels, but I read the papers and it does get through sometimes." It cannot have been easy for either of them, but then they never expected it would be.

Alec was born in 1963, the year when Micky played six of his eight Tests for England. Cricket was immediately thrust on him, but he did not immediately take to it.

"I always preferred football, at least until I was 15 or 16. It was a more glamorous sport and that appealed to me then. I played midfield, the same as Dad used to, although they had funny names for it then, like inside-left. I played football twice a weekend until I left, after O levels, and joined Surrey.

"Dad was manager of Surrey at the time and he was very straight about the problems we might have. He said he wanted to sign me, but if I wanted to avoid the father and son thing I should take up another offer.

"It might now be harder for him than it is for me but, certainly, there are a lot of times when we cannot be father and son, we just have to be manager and player."

Stewart the player is recently married, to Lynn, who arrived in Auckland this week. Off the field, he is comfortable, engaging company. On the field, as he smilingly admits, he is a terrier of a competitor. Once or twice, when in England colours, his enthusiasm may have run away with him but the broad charge of gamesmanship is one he denies.

"I am very competitive in whatever I do. If I am playing a social game of tennis I badly want to win. In cricket I probably became tougher through Australian grade cricket. People say I sledge, I am well aware of that, but I say very little really. I will be aggressive, though, so long as it is within the rules."

The fiercest criticism of Stewart's England selection has come, not least, from me, when he has kept wicket ahead of Jack Russell. He does not argue the point. "I can understand anyone thinking Jack should never be left out. He is the best. But wicketkeeping has helped get me on my three tours and I will go on doing it in one-day games for Surrey."

Stewart will return to further responsibilities this summer when he takes over as captain of Surrey. Is the burden beginning to weigh on him? "I suppose I have been asked to do a lot of things recently, but it has not seemed too much as yet. I do enjoy being involved, you see, and I believe it helps your own game if you have a responsibility to the team."

YACHTING

Italian mistake puts Dickson in lead position

FROM BARRY PICKTHALL IN SAN DIEGO

CHRIS Dickson, the skipper of the Japanese challenger, Nippon, stole an unexpected victory from the Italians in the third round of America's Cup challenger trials on Tuesday after Paul Cayard and his Italian afterguard headed for the wrong weather mark midway through the race. Cayard's lead of 1½ minutes was turned into a four-minute deficit.

The incident capped a day notable for a number of turnrounds caused mainly by the frustrating conditions. During three hours of racing, the winds swung through more than 45° and varied in strength from five to 15 knots. To add to the confusion, a fog bank rolled in during the final stages, lowering visibility to 50 metres.

Nevertheless, the mistake on board Il Moro di Venezia should not have occurred. All the yachts are fitted with highly accurate computerised GPS navigation systems that tell the crew exactly where they are in relation to the marks. While Cayard refused to cast blame on his crew, it is apparant that Enrico Chieffi, Il Moro's navigator, failed to enter the fresh coordinates into the computer.

In the other races, Marc Pajot, of the French team, beat the Spaniards by six minutes. The hapless Swedish challenger, Tre Kronor, went down to Spirit of Australia by a massive 13-minute margin; and New Zealand beat Challenge Australia by more than five minutes.

The Japanese yacht, Nippon, which survived a protest from the umpires for the way they flew their spinnaker, leads the overall standings with three wins, followed by Italy, Spain and France with two. Spirit of Australia, skippered by Peter Gilmour, has one victory, but Challenge Australia, the second Sydney boat, skippered by Phil Thompson, shares the wooden spoon with Tre Kronor after three successive defeats.

RESULTS: Third round: Ville de Paris (M Pajot, Fr) bt Espana '92 (P Campos, Sp), 6min 24sec; Spirit of Australia (P Gilmour) bt Tre Kronor (G Krantz, Swe), 13:13; Nippon (C Dickson, Japan) bt Il Moro di Venezia (P Cayard, It), 3:55; New Zealand (R Davis) bt Challenge Australia (P Thompson), 5:03. Overall standings (after three rounds): 1, Nippon (Japan), 3 wins; equal 2, New Zealand (NZ), Espana 92 (Sp), Ville de Paris (Fr) and Il Moro di Venezia (It), 2; 6, Spirit of Australia (Aus), 1; equal 7, Challenge Australia (Aus) and Tre Kronor (Swe), 0.

SQUASH RACKETS

Draw alteration at British Open

BY COLIN MCQUILLAN

THE Hi-Tec British Open championships is to undergo a change to the format on which the tournament built its 62-year reputation as the premier international event.

With ticket sales already well advanced for both the early rounds at Lambs club, London, from April 4 to 9, and the showpiece event at Wembley from April 10 to 13, the Squash Rackets Association has opted for the 32-man draw, which is preferred by the International Squash Players' Association (ISPA). However, the 19-inch tin and the international nine-point scoring will be retained.

The men's professional circuit plays with a 17-inch tin to encourage adventurous shotmaking, and American point-per-rally scoring for easier public consumption, although Wispa, the women's association, rejects both as detrimental to its game.

Jahangir Khan, the ISPA chairman and world No. 1, has already declared his intention to seek an eleventh successive British Open title and the £10,000 prize that will go with it. "Such a prize is always attractive, but you don't think about money at the British Open," Jahangir said. "It is the greatest title, even beyond the World Open, and everyone wants to win it."

The championships retain the biggest prize fund on the world circuit, with a 15 per cent increase to £105,710.

SWIMMING

Foster increases record total to five in Milan

BY CRAIG LORD

MARK Foster broke the British 50 metres freestyle record in his second victory at the sixth round of the World Cup in Milan yesterday. He became the third Englishman in four days to defeat Nils Rudolph, the world record-holder from Germany, and left Alexandr Popov, the European sprint champion from Russia, in second place.

Foster's effort took the number of British records broken in Italy to five. Yesterday, Sharron Davies added a British best in the 100 metres medley to the one she clocked in the 200 metres on Tuesday, while Grant Robins lowered the 200 metres backstroke record he set at the opening round of the World Cup at Montreal last month.

RESULTS: Men: 50 metres freestyle: 1 M Foster (Eng), 22.22sec (British record); 2, A Popov (CIS), 22.49sec; 3, N Rudolph (Ger), 22.61sec. 200m freestyle: 1, A Kawio (Fin), 1min 45.51sec. 50m backstroke: 1, D Suzuki (Japan), 25.28; 6, M Harris (Eng), 26.27. 200m backstroke: 1, D Khartinov (CIS), 1:56.81; 3, G Robins (Eng), 1:58.33 (British record). 100m breastroke: 1, V Ivanov (CIS), 1:01.37; 2, R Feerber (Ger), 1:01.40. 100m butterfly: T Ponting (Can), 54.01. 200m medley: L Secchi (It), 2:00.16. 1,500m freestyle: 1, J Hoffmann (Ger), 15:02.93; 4, S Mellor (Eng), 15:27.85. Women: 100m freestyle: 1, M Stellmach (Ger), 55.54. 400m freestyle: 1, I Dalby (Nor), 4:11.08. 100m backstroke: 1, A Sinclo (NZ), 1:01.47. 50m breastroke: 1, S Gerasch (Ger), 31.58. 200m breastroke: 1, A Peczak (Pol), 2:27.37. 50m butterfly: 1, I de Bruijn (Neth), 27.42; 6, S Davies (Eng), 28.12. 200m butterfly: 1, Y Kando (Japan), 2:06.71. 100m medley: 1, S Davies (Eng), 1:03.27 (British record). 400m medley: 1, B Cseda (Rom), 4:42.29; 8, C Piggott (Eng), 4:55.89.

HOCKEY

Students fail annual test

Oxford University 0
Hockey Assocation XI .. 1

BY SYDNEY FRISKIN

A TEAM representing the Hockey Association, chosen by Eastern Counties, won an undistinguished annual match against Oxford University at Milton Keynes sports club yesterday.

Despite the time they have played together this season, Oxford were disappointing, particularly in the first half. The opposition, though sharper, suffered from an unfamiliarity that was understandable in that they had not played together before.

The Association scored in the thirteenth minute from a short corner, a somewhat generous award for an offence committed near the 25-yard line. A direct hit by Morrison landed on the target off a defender's stick.

Freeman and Woods were conspicuous in the Association's attack, as were Hoskin and Morley for Oxford, who raised their game in the second half. However, a total of nine short corners in the match proved unavailing. These were generally well struck by McKay, but Evans in goal was unbeatable.

Oxford's best chance of saving the day arrived in the 63rd minute when Hoskin broke clear on the left only to find his effort foiled by Loftus, who cleared from the line.

OXFORD UNIVERSITY: T Wigmore (King's, Macclesfield and Christ Church); * R Salter (King Edward VI, Southampton and St Edmund Hall), S McKay (Elizabeth College, Guernsey and Pembroke), * S Liddle (Haberdashers' Aske's, Elstree and Worcester), * A Minson (Queensland University and Balliol, captain), G Edwards (Lincoln University, New Zealand and Lincoln), S Griffiths (Whitgift, Croydon and University), * R Markham (King Edward VI Southampton and Mansfield; sub: J Ralph, Aylesbury GS and Brasenose), S Morley (The Perse, Cambridge and Keble), * G Bambury (RGS High Wycombe and Exeter), M Hoskin (Sir William Borlase and Keble)

HOCKEY ASSOCIATION XI: O Evans (St Albans); I Morrison (Old Loughtonians, captain), J Dye (Colchester), S Loftus (Old Loughtonians), R Starkey (Bedfordshire Eagles), A Drake (Southgate), P Robson (Cambridge City), J Tansley (Peterborough), M Braybrook (Exeter University; sub: R Howlett, Harleston Magpies), R Freeman (Southgate), D Woods (St Albans)

Umpires: P Broughton (Eastern Counties) and B Budd (Eastern Counties)

* denotes a Blue

MOTOR RALLYING

Auriol upstages Sainz with successful start

Monte Carlo: Didier Auriol, of France, driving a Lancia, scored his second victory in the Monte Carlo rally yesterday, the first leg of the world championship.

Auriol, who came to prominence by winning the race in 1990, took advantage of the power of his Lancia HF Integrale to upstage last year's winner and former world champion Carlos Sainz, of Spain, in a Toyota.

Auriol, who trailed his rival by three seconds before the rally's night stage on Tuesday, won three of the last seven timed specials to win by two minutes and five seconds.

Juha Kankkunen, the champion, of Finland, also in a private Lancia, was third, a further 52 seconds behind.

Drivers called for a classic stage on the Turini pass to be scrapped because of bad and dangerous behaviour by spectators. "They spill snow on the road and endanger our lives. It is not a joke, it is our lives," said Sainz.

Ford's hopes of success in the championship looked grim as they ran into criticism from their own drivers. Massimo Biasion, of Italy, twice the world champion, and Francois Delecour, the French hopeful, both blamed their Sierras for their disappointing finishes, whileFord blamed their poor showing on bad luck. (Reuter)

FINAL OVERALL STANDINGS: 1, D Auriol (Fr), Lancia, 6hr 54min 20sec; 2, C Sainz (Sp) Toyota, 2min 5sec behind; 3, J Kankkunen (Fin), Lancia, 2:57; 4, F Delecour (Fr) Ford 4:42; 5, P Bugalski (Fr) Lancia 10:12; 6, T Salonen (Fin), Mitsubishi 11:01

Auriol: second victory

RUGBY LEAGUE

Salford to play Cup tie at home

SALFORD yesterday won their battle to stage their Silk Cut Challenge Cup first-round tie with Wigan, the holders, at their own ground on Sunday (Keith Macklin writes). The Salford board said in a statement: "Home advantage is paramount in Challenge Cup ties."

Police had insisted on early notification of the venue to make adequate arrangements and the Rugby Football League had asked Salford to consider switching to a ground with undersoil heating, such as Manchester City's Maine Road, if there was little prospect of play at The Willows.

The issue has been further complicated as Wigan fly out to Sydney on Monday for the World Sevens at the weekend, the date of the second round of the Challenge Cup, regardless of what happens on Sunday.

WIGAN SQUAD (for World Sevens): D Bell, D Betts, F Botica, P Clarke, M Dermott, A Gregory, G Miles, D Myers, M Offiah.

SCHOOLS RUGBY

Bradford put an end to St Anselm's record

St Anselm's 7
Bradford GS 15

BY MICHAEL STEVENSON

THE northern final of the *Daily Mail* Under-18 Cup, frosted off before Christmas, was played yesterday at Birkenhead, where St Anselm's lost their unbeaten record and a place in the national semi-finals.

In scoring chances there was a gulf between the sides, as wave after wave of Bradford Grammar School attacks broke on St Anselm's superb tackling. The visitors won by a goal and three penalties to St Anselm's try and a penalty.

The losers' half backs, Healey and Mason, both selected for the North 18 group side, were tremendous, and Healey, accomplished in attack and defence, were outstanding.

Better finishing would have settled the issue in Bradford's favour long before half-time, scoring chances being squandered or snuffed out. Just on the interval, St Anselm's were penalised for obstruction and Inman kicked the goal.

Immediately Bradford's try, scored by Miller, was converted from touch by Inman and a nine-point lead had suddenly materialised.

On the resstart, Bradford faced breeze and slope but Inman's excellent 45-metre penalty stretched the lead. Mason answered in kind to restore a nine-point deficit before Healey's searing break took play to the Bradford line and Combe scored from a tap penalty for St Anselm's. The final score was a third penalty by Inman.

SCORERS: St Anselm's: Try: Combe. Penalty goal: Mason. Bradford GS: Try: Miller. Conversion: Inman. Penalty goals: Inman (3).

ST ANSELM'S: A Nash; M Edwards, D Parker, M McWatt, A Bailey; S Mason, A Healey; A Combe, T Donovan, K Green, D Kennedy, P Mann, S Fox, J Sowerbutts, G Peberdy.

BRADFORD GS: S Sanders; N Miller, M Inman, R Ashforth, P Backer (rep: C McIntosh); S Binns, A Brosnan; M Spiller, A Veall, A Reid, P Craig, G Warburton, J Farrell, J McIntosh, J Irons.

Referee: D Matthews (Liverpool and District Society).

هكذا من الأصل

Training sessions eradicate lethargy

England work on livelier approach to Irish challenge

BY DAVID HANDS, RUGBY CORRESPONDENT

THERE were 16 lineouts in the first half of England's game against Scotland 12 days ago: the Scots won ten of them, England won one and the remainder ended with either penalties or scrums. That was not according to the script, and England will wish to have rehearsed their lines better when they take the stage at Twickenham on Saturday, against Ireland.

"We fell into the trap of believing that 6ft 10in would win against 6ft 4in without too much trouble," Brian Moore reflected. Moore, England's pack leader, reduces the conundrum to simple terms: that Martin Bayfield, the tallest forward ever to play for England, backed up by the highly experienced Wade Dooley (6ft 8in), should have had too much firepower for Doddie Weir (6ft 6in) and Neil Edwards (6ft 4in).

England, you could argue, should have known better: the 1990 experience at Murrayfield should have been remembered, but the 1992 experience was, at least, a warning that you get what you work for.

The Scots had worked hard at their scrummaging as well as their lineout ploys, and in that area, too, England were far from effective, conceding a pushover try and unable to make an impact early in the game when awarded a five-metre scrum of their own.

"It took that pushover try to wake us up," Moore said, without offering the excuse that he had received prolonged treatment immediately before and the Scots took instant advantage. "They pushed early and rolled the ball in, and it was very well timed. They might have been penalised, but if we had done that and the referee had pulled us up, I would have been very unhappy."

The Harlequins hooker denies that England were complacent. "But once you see people disappearing from the Scottish team — Calder, Jeffrey, Armstrong — it was easy enough to believe that we knew Neil Edwards, and that Weir had not gone well against us in the World Cup semi-final. Perhaps we thought we were better players.

"But everyone knows what it takes to win internationals, whoever you play against. It's always more difficult the second time [after the 1991 grand slam] because people forget the hard work that was required for the first one. I think that has gone now. We won't make the same lethargic start against the Irish."

Moore believes England were at fault at Murrayfield because they moved their lineout jumpers around early in the game, rather than allowing them to settle down — particularly the newcomers to the championship, Bayfield and Tim Rodber — and get the feel of the game.

"I don't think we were aggressive enough in protecting our jumpers," he said. "The Scots spoiled very effectively and it wasn't until we finally decided to stay in position and defend them aggressively that we either got the ball or a penalty."

The England forwards will be aware of the challenge the Irish forwards will make at the lineout, as well as working room for their own jumpers, Neil Francis and Brian Robinson. They will also try to sustain a steady scrum, though Moore argues that the Scots should have been penalised for deliberately trying to wheel scrum after scrum: in fact Derek Bevan, who will also referee Saturday's game, penalised England for doing so.

"The positive side was that, even after 40 minutes when we hadn't done well, I never felt we had been under the cosh," Moore said. "We established positions, the Scots didn't put us under pressure for long periods because they weren't able to move the ball where they wanted. And it kicked us into realising that we have no divine right to dominate set pieces.

"We have identified where the problems were. We had a very intense scrummaging sessions against our B team on Sunday morning and another last night. I think we have gone a long way to putting things right."

Determined attitude: Moore sure English team will not fall into same traps

Simon Barnes

The in-your-face syndrome hits us where it hurts

New York

American football is a sport that mixes one part finesse with three parts brutality. But at the Super Bowl, brutality always prevails. You ask Jim Kelly, the quarterback for the Buffalo Bills. Nobody on the field had more finesse than him, but it did him little good.

After the game, with multiple bruises and concussion, he came to the post-game press conference, but it was not his best. "No, sorry, I don't remember that play . . . sorry, I don't remember that incident."

Washington Redskins did not emphasise finesse. They won the Super Bowl thanks, if you will pardon the vernacular, to the in-your-face aggression of the defense. This is the virtue that almost invariably wins the Super Bowl.

And this is the virtue that wins more sporting events of every kind with every passing year. We seem to be in the middle of a period of the in-your-face brutalisation of sport. Physical strength, aggression, and carefully thought-out spoiling tactics dominate almost all the main sports. The cavalier player is going extinct; the quixotic go-for-it manager has vanished; more and more ways of overcoming finesse have been invented.

Football has the long-ball game: more and more teams play in-your-face football. Fourth division sides used to play that way once a season, when they sold their lives dearly in the FA Cup. These days, players are fit enough and strong enough to play the game of physical harassment and endless running twice a week.

As a further brutalisation, we also have the stultifying tactics of defence. We don't get many 5-5 draws these days. Worse, we have competitions that encourage sides to play for the prize of the filthy penalty shoot-out.

In cricket, the spinner has become the victim of technology. We have heavy bats and strong, weight-trained unapologetic men to wield them. Even their mishits go for four. And, of course, the fast bowlers are fitter and, I suspect, faster over a longer period than any of their mythical forebears. And there are far more of them: the four-man in-your-face attack has been the great brutalising factor of modern cricket.

In the Rugby World Cup, England were criticised for their lack of adventure. No quixotry please, we're professional sportsmen. Their job was to win, not to entertain, they said. Give the ball to Rob Andrew, the in-your-face touch-kicker. *Ou sont les baa-baas d'antan?*

Even tennis has undergone brutalisation. This is principally technology-led: enormous rackets with a sweet-spot the size of your head allows power to defeat accuracy. This is the age of the slugger. Jim Courier out-hit Stefan Edberg at the Australian Open with an in-your-face swing that was more Babe Ruth than John McEnroe.

All this is not coincidence. The brutalisation of so many sports has been brought about by similar methods. For a start, we have had a technological revolution. Plastic-coated footballs being just one game-changing example.

Secondly, athletes are fitter and stronger than ever before. The technology of training, nutrition and sports medicine has been overwhelming. So is the commitment. Athletes train as never before. Once sport was a hobby, today, sport is the dominating factor in a professional's life. Applied mediocrity now always beats lazy genius.

Thirdly, tactics have been revolutionised in all sports. Performers spend hours watching videos. Also, there is an unabashed pragmatism in sport: win if you can, but above all, don't lose. Spoiling is a matter of method these days.

These are three of the symptoms of brutalisation, part of the complex we can call the in-your-face syndrome. The root cause of it all is simplicity itself: *sport matters more than ever before.*

Sport is people's jobs. It is people's lives. It is national prestige. It is millions of bucks. Companies were paying $800,000 for a 30-second advert during the Super Bowl; Mark Rypien, the Redskins quarterback, will soon be negotiating a contract at around the $10 million level. Sport is *serious.*

There is no point in wishing that sport were less intense, because the days of the man who trained with champagne glasses on the hurdles are long gone. Today we live in a differernt world, a world of world cups and world championships and world records. All of it whirled into our sitting-rooms by global telly.

The danger for sport is that its new, brutalised self will lose its global audience. I suspect the ultimate answer is in the hands of the administrators. It is time they started to legislate for the world as it is, not for the world they would prefer. This is the traditional error of Blazered Man.

Filthy penalties are an example of bad legislation. The penalty shootout was introduced for television. Now legislators seem surprised that teams do not sportingly say, OK, may the best team win. Naturally, they hang on for the shoot-out. The process of making football more watchable has made it almost unwatchable. Filthy penalties killed the last World Cup.

Sport's pan-galactic popularity has raised the stakes a millionfold, and paved the way for the greater intensity of competition. The logical next step has been the brutalisation of sport by means of tactics, technology and training. We love the intensity but there is an incipient danger. Brutalisation could destroy what it is that makes sport watchable. Let administrators beware.

CYCLING

Doyle laid up after Six crash

BY PETER BRYAN

TONY Doyle, winner of 23 six-day races, was in a London hospital last night, having been flown back to Britain in an air ambulance after crashing and fracturing his pelvis in the Antwerp "Six".

At first, hospital X-rays in Belgium did not reveal the extent of his injuries sustained when his Dutch partner, Jelle Nijdam, a Tour de France stage winner, missed a relay change during a fierce attack which brought down both riders.

Doyle, with his right leg in traction, said: "Experienced six-day riders often get partnered with less experienced but star roadmen who are considered to be good crowd-pullers."

Nijdam was obviously "a bit rusty" on technique. "For me, that sort of situation puts my living at stake," he said.

Doyle misses the last six-day of the season which starts in Copenhagen tomorrow where he was to have been teamed again with his favourite partner, the Australian, Danny Clark. "Victory was in the bag for us until this accident," Doyle said.

FOOTBALL

Arsenal plan likely to go ahead

BY JOHN GOODBODY

ARSENAL'S controversial new stand is likely to receive planning permission today. Islington borough council will consider a recommendation from its officers that application for a 12,400 all-seat stand to replace the terraces on the North Bank should be granted.

The stand is opposed by local residents, who commissioned an architect to design a more suitable structure. Acting under the banner of GAAS, the Group for the Alternative Arsenal Stand, they have persuaded the club to alter the original design and it is the new plan that will be considered today. However, they are still against the stand on several other grounds.

They will protest at the town hall tonight because, they say, the new stand still causes loss of sunlight and daylight to local houses, affects television reception and will bring other disturbances.

Henry Thompson, a GAAS spokesman, said yesterday: "We are satisfied with the new design except for the height. It is now 24 metres from pavement to roof level."

The stand is also opposed by many Arsenal followers, who are against the debenture scheme used to fund its building because they fear many ordinary supporters will be unable to watch their team. Highbury's capacity will drop to 37,000, below many attendances in recent years, and prices will increase to raise extra revenue.

The council's officers are satisfied the scheme "represents the minimum height and bulk achievable within seating capacity".

If the plans are not approved today, Arsenal have another option: in four days' time, the original scheme will go to appeal.

There is some urgency because Arsenal want to start work on the stand this summer to meet the government's requirement that all first and second division stadiums must be all-seat by 1994-5.

Swindon revive promotion hopes

BY LOUISE TAYLOR

SWINDON Town defied the fog and frost at the County Ground on Tuesday night to revive their stuttering quest for promotion from the second division. Yet they found Oxford United, the division's bottom club, to be far harder work than Cambridge United — their FA Cup victims last Saturday — had proved.

Although Swindon finished up 2-1 winners, Oxford deserved more than the late goal from Jim Magilton at the end of a game replete with good passes and high-quality football.

David Kerslake has played more than 100 games for Swindon, but the right back waited until Tuesday night to score his first goal for the club before Duncan Shearer struck his 27th of a prolific season to lift Swindon into eighth place.

Leyton Orient retained their, albeit slender, hopes of promotion from the third division thanks to a 2-0 win at home to **Shrewsbury Town**, courtesy of goals from Steve Castle and Kenny Achampong. **Fulham** collected a point against **Wigan Athletic** in front of a crowd of 2,465, the lowest ever for a League match at Craven Cottage. **Darlington's** third division difficulties continued with a 4-2 defeat at **Swansea City**, the Welsh club's biggest home League win of the season. John Williams scored twice for Swansea, with Andy Legg and Shaun Chapple adding the others.

Wrexham may have upset first division opposition in the FA Cup, but they were rescued by fog in the Welsh Cup. Brian Flynn's team were losing 1-0 at home to non-league **Colwyn Bay** when visibility deteriorated to the point that the game was abandoned in the 64th minute.

Shearer: scored again

YACHTING

New rules benefit the maxis

BY MALCOLM MCKEAG

THE Whitbread Round the World Race committee yesterday confirmed changes to the design of Whitbread maxis to ensure that the larger, more expensive, but heavier yachts of the Big Class win the race outright.

The committee's intention is that the race is not won by one of the newer, smaller and cheaper yachts of the second class, designed to the new Whitbread 60 rule.

The changes involve increasing the size and changing the shape of the spinnakers (downwind sails) permitted on the bigger boats, beyond the limits imposed by the International Offshore Rule (IOR) to which the yachts are designed.

The way in which the computer-predicted speeds of the new class of yachts, no example of which has yet been built, might outstrip the older designs appears to have taken the race organisers by surprise, and the measure is seen as double-idemnity insurance for those skippers trying to persuade sponsors to part with up to £12 million to finance a maxi campaign.

SPORT IN BRIEF

Javer takes out a seed

Monique Javer, of Britain, beat the seventh seed, Susan Sloane-Lundy, of the United States, 6-1, 6-3, to reach the third round of the Nutri-Metics Classic tennis tournament in Auckland yesterday.

In the previous round, Sloane-Lundy had put out another Briton, Clare Wood.

Coach Douglas

Table tennis: Desmond Douglas, 11 times the national champion, is to go to the Olympic qualifying tournament in Bolzano, Italy, from February 6 to 9 as one of four England coaches. Douglas, aged 36, had earlier turned down a request to make an international comeback. The first 12 men and 12 women at Bolzano go through to Barcelona.

Venues switch

Basketball: Worthing Bears and Kingston have switched the home and away legs of their national cup semi-final. The first leg will be at Worthing next Wednesday and the second leg at Tolworth a week later. Both games will start at 8 pm.

Royal presence

Golf: The Duke of York will attend the second day of the Curtis Cup at Hoylake this summer, it was announced at the annual general meeting of the Ladies' Golf Union (LGU) in Edinburgh. Diana Pritchard was installed as LGU chairman and Carol Comboy as president.

FOR THE RECORD

FOOTBALL

TENNENTS SCOTTISH CUP: Third round: Postponed: Dundee v Stirling.
B AND Q SCOTTISH LEAGUE: First division: Postponed: Meadowbank v Morton. Second division: Postponed: Cowdenbeath v Arbroath.
NEVILLE OVENDEN COMBINATION: Swindon 2, Oxford Utd 0; Reading 4, QPR 1; Fulham 1, Watford 0.
ITALIAN LEAGUE: Internazionale 1, Cremona 0.
INTERNATIONAL MATCH: Australia 1 Sweden 0.
CAPITAL LEAGUE: Colchester 0, Leyton Orient 2.

Late results on Tuesday

BARCLAYS LEAGUE: Second division: Swindon Town 2, Oxford United 1. Third division: Fulham 1, Wigan Athletic 1; Leyton Orient 2, Shrewsbury Town 0; Swansea City 3, Darlington 2. Fourth division: Walsall 1, Northampton Town 2.
ALLBRIGHT BITTER WELSH CUP: Quarter-final: Wrexham 0, Colwyn Bay 1 (abandoned after 64 min).
PONTINS CENTRAL LEAGUE: First division: Manchester United 3, West Bromwich 0. Second division: Preston 1, Wolverhampton 0.
NEVILLE OVENDEN COMBINATION: Charlton 3, Ipswich 0.
BEAZER HOMES LEAGUE: Barclays Commercial Services Challenge Cup: Dover 1, Dartford 1; Dorchester 2, Havant Town 1 (Dorchester win 3-1 on agg) Wealdstone 1, Cambridge City 1. Southern division: Dunstable 2, Bury Town 0. Newport, IoW 0, v Weymouth 1.
DIADORA LEAGUE: Loctite Cup: Boreham Wood 1, Yeading 2; Bromley 0, Bognor 1 (aet); Hendon-1, Abingdon Town 2; Staines Town 0, Dulwich 3. Second division: Purfleet 4, Newbury 1. Third division: Cove 3, Horsham 0; Thame 2, Petersfield 0. Loctite Youth Cup: Second round: Billericay Town 3, Leyton Wingate 3 (aet; Leyton won 4-3 on pens).
GREAT MILLS LEAGUE: Les Phillips Cup: Exmouth 2, Bristol Manor Farm 1.
FA YOUTH CUP: Fourth round: Arsenal 1, Everton 2; Wimbledon 1, Norwich 1
BORD GAIS LEAGUE OF IRELAND: Bohemians 2, St Patricks 1
☐ All other domestic matches postponed

CRICKET

GUJRANWALA: Second Under-19 Test: Pakistan v England, abandoned without a ball bowled.

BASKETBALL

NATIONAL TROPHY: Men: Quarter-final: Doncaster Eagles 72, Oldham Celtics 82 (Johnson 25, Francis 24)
NATIONAL ASSOCIATION (NBA): San Antonio Spurs 109, Chicago Bulls 104. Portland Trail Blazers 124, Golden State Warriors 116 (OT); Boston Celtics 98, Washington Bullets 87. Atlanta Hawks 110, Philadelphia 76ers 109; Detroit Pistons 100, Charlotte Hornets 95 (OT). Seattle SuperSonics 102, Orlando Magic 97; Houston Rockets 111, Minnesota Timberwolves 102; Sacramento Kings 124, New Jersey Nets 118

CRESTA RUN

ST MORITZ: Marsden Cup: 1, C A Hasberli (Switz), 168.12. 2, W J B Smallie (GB), 171.97. 3, F J W Ewes (GB), 176.20. 4, I N Stirton (GB), 177.55. 5, H A Fant (Switz), 179.09. 6 J R Kelly (GB), 180.03

GOLF

SAN LORENZO, Algarve: Longshot Hotel Dona Filipa Pro-Am: Second round: 143: P Mitchell (Rochester and Cobham), 73 145: J Hoskison (West Surrey), 71 146: A Garrido (Sp), 69 147: C Deloy (Coombe Hill) 75. G Gray (Dumfries), 72 149: A Reynolds (Royal Cinque Ports), 71. D Butler (Coombe Wood), 75. 150: N Brown (Mid-Herts) 71 151: Diane Barnard (San Sebastian), 74. M Sudds (Formby Golf Centre), 77 152: A Tocher (Silvermere), 72. Team: 270: Royal St Ports. 274: West Surrey 276: Billingham

FIXTURES

FOOTBALL

NEVILLE OVENDEN COMBINATION: Chelsea v Brighton (2.0)
PONTINS CENTRAL LEAGUE: First division: Leeds v Newcastle (7.0)

RUGBY UNION

CLUB MATCHES: Glamorgan Wanderers v Llanelli (7.15)

RUGBY LEAGUE

STONES BITTER CHAMPIONSHIP: First division: Warrington v Leeds (7.30)

OTHER SPORT

BOXING: British light-heavyweight title Crawford Ashley (Leeds) v Jimmy Peters (Southampton) (at Southampton)

TENNIS

AUCKLAND, New Zealand: Nutrimetrics Bendon Classic women's tournament: Second round: B Fulco-Villella (Arg) bt S Testud (Fr) 6-3, 3-6, 6-4. R White (US) bt V Martinek (Czech), 6-2, 6-1. L Savchenko-Neiland (Latvia) bt C Tessi (Arg) 6-3 7-6. M Javer (GB) bt S Sloane-Lundy (US), 6-1 6-3 R White (US) bt V Martinek (Ger), 6-2 6-1
TOKYO: Toray Pan Pacific Open women's tournament: First round: L McNeil (US) bt K Habsudova (Czech) 7-5, 6-3; R McQuillan (Aus) bt K Okamoto (Japan), 7-6 6-4 H Sukova (Czech) bt E Svigterova (Czech) 6-0 6-3 Second round: M Navratilova (US) bt Y Basuki (Indo) 6-0 7-5 L Gildemeister (Peru) bt A Kiyomura (Japan) 6-1 6-4 K Date (Japan) bt R Stubbs (Aus) 7-5 6-1

ICE HOCKEY

NATIONAL LEAGUE (NHL): Minnesota North Stars 4 Hartford Whalers 3 Philadelphia Flyers 3 Washington Capitals 2 Winnipeg Jets 4 Pittsburgh Penguins 0 Boston Bruins 4 Quebec Nordiques 2 Los Angeles Kings 3 St Louis Blues 3 (OT) New York Rangers 4 San Jose Sharks 2 Edmonton Oilers 5, Vancouver Canucks 3

RUGBY LEAGUE

SILK CUT CHALLENGE CUP: First round: Whitehaven 4 Sheffield 56
STONES BITTER CHAMPIONSHIP: Third division: Chorley v Huddersfield

RUGBY UNION

CLUB MATCHES: Pontypool 51, Penarth 4 Cambridge University 15 Royal Navy 12 Postponed: Swansea v Aberavon.
DAILY MAIL U-18 SCHOOLS CUP: Northern final: St Anselm's 7 Bradford GS 15

CYCLING

ANTWERP: Six-day race (after fifth night). 1 E De Wilde and J Bruyneel (Bel), 225 points. 2. P Peters (Neth) and U Freuler (Switz) 427, one lap behind; 3, P Binaglietto and A Balli (It) 254. 1: 4. S Tourne (Bel) and J Veggerby (Den), 244. 1 5 B Holenweger and W Stutz (Switz), 174. 1. 6 D Woods (Aus) and J Nijdam (Neth) 88. 7

SNOW REPORTS

	Depth (cm) L	Depth (cm) U	Piste	Runs to resort	Weather (5pm)	Temp °C	Last snow fall
FRANCE							
Chamonix	65	150	good	open	fine	-2C	20/1
(61 pistes and 42/45 lifts open. Runs to resort fair)							
Flaine	80	190	fair	open	sunny	-4C	21/1
(29 lifts/39 pistes and links open. Runs to resort good)							
Megève	40	125	fair	open	sunny	-4C	22/1
(Lower slopes patchy and rocky. 39/42 lifts open)							
Samoens	20	150	fair	some	sunny	-4C	21/1
(Upper runs good. Some to resort closed)							
Tignes	90	120	fair	open	windy	-2C	21/1
(Good though lower slopes patchy Some upper worn)							
Valloire	45	100	good	open	sunny	-3C	20/1
(Best on Crey du Quart 27 lifts, 71 pistes)							
AUSTRIA							
Alpbach	75	100	fair	open	sunny	-9C	21/1
(Snow good, but hard in places 21 lifts/17 runs open)							
Bad Gasteinn	40	130	good	open	sunny	-10C	21/1
(All links/lifts open. Dry snow, good skiing)							
Fulpmes	10	50	fair	closed	sunny	-6C	20/1
(Middle to bottom runs closed Best on glacier. 10 lifts)							
Ischgl	50	130	good	open	sunny	-1C	21/1
(Good, dry, firm snow. All lifts open and runs to resort)							
Kitzbuhel	50	80	good	open	sunny	-8C	21/1
(Dry. firm snow, good skiing 64 lifts/54 pistes open)							
Saalbach	80	170	fair	open	sunny	-8C	21/1
(Pistes hard but still good. All lifts, Skicircus open)							
SWITZERLAND							
Chateau D oex	15	60	fair	open	sunny	-11C	21/1
(Upper slopes soft Lower hard, though still skiable)							
Davos	70	140	good	open	sunny	-8C	21/1
(Soft, dry snow on all pistes. All lifts/links open)							
Klosters	70	140	good	open	sunny	-9C	21/1
(All pistes have soft, dry snow. 29/31 lifts open)							
St Moritz	100	150	good	open	sunny	-6C	25/1
(Good soft, dry snow all runs. All lifts/pistes open)							
ITALY							
Cervinia	70	180	fair	open	sunny	-6C	21/1
(Compact snow, powder on isolated runs. All lifts open)							
Livigno	75	160	good	open	cloudy	-11C	23/1
(Compact snow on icy base All lifts open)							
Selva	45	95	fair	open	bright	-5C	23/1
(Hardpacked snow, icy patches. 40 lifts/56 runs open)							

Supplied by Ski Hotline. L and U refer to lower and upper slopes

هكذا من الأصل

● SPORTS LETTERS 30
● RACING 31
● CRICKET 32

THE TIMES
SPORT
THURSDAY JANUARY 30 1992

Clough's side heading for a record return

Glut of cup ties could make £1m for Forest

By Chris Moore

NOTTINGHAM Forest could earn a record return of more than £1 million from their fixtures in the next month and would double that sum if they were to win the Rumbelows Cup and the Zenith Data Systems Cup.

Forest's schedule, starting with Saturday's home League game against Sheffield United, would include eight games in 30 days, five of them cup-ties, if they beat Crystal Palace in next Wednesday's Rumbelows Cup quarter-final replay, at the City Ground.

They would then stage the first leg of the semi-final against Tottenham the following Sunday, followed by the ZDS Northern area final, first leg, with Leicester City at Filbert Street on February 12.

Their FA Cup fifth round tie with Bristol City will be played on either February 15 or 16 and there is a home League game against Chelsea on February 22. The second leg of the ZDS Cup with Leicester will be played at the City Ground on Wednesday, February 26, and the return tie at Tottenham in the Rumbelows Cup is on Sunday, March 1.

It is estimated that Forest would collect £90,000 from gate receipts and recorded television highlights against Crystal Palace. Two semi-final ties against Tottenham would bring in around another £400,000, topped up by another television cheque for about £150,000.

The two ZDS games with Leicester, with the second leg to be televised by BSkyB, would be worth around £150,000, with Forest's share of the FA Cup gate against Bristol City likely to realise another £60,000. If the match is televised live, that would bring in a further £100,000. The sum total would be raised to more than £1 million by about £140,000 gate takings from the two first division home games.

If Forest progressed to the Rumbelows Cup final at Wembley, it would be worth another £500,000. Should they reach the ZDS final, also to be staged at Wembley, they could receive an extra £300,000. There is also the £100,000 winner's cheque in both competitions still to be won.

The most successful cup side in the country, after losing only six of their last 58 ties, Forest face eight matches in four weeks for the second time in three months. They endured a similar spell in December.

"I said recently we have got more matches than Swan Vesta," Brian Clough, the Forest manager, said. "But the more successful you are in cup competitions, the more the fixtures pile up."

Success, and the money it brings, would be more than useful to Aldershot, who after offering five players terms to terminate their contracts yesterday, may be left with only 13 professionals for the fourth division match at Rotherham on Saturday. Simon Hume-Kendall, the Crystal Palace director, who is attempting to rescue Aldershot, warned that pay must be slashed if the club is to stay in business.

Hume-Kendall has also told the caretaker manager Ian McDonald that a £3,000 ceiling will be imposed on the weekly wages for the whole squad next season if they survive that long. The wages bill at Aldershot is £30,000 per month and the average weekly wage is £310 per player. The future looks as bleak as at any time for Aldershot, and staff at the troubled club fear the worst.

The former Northern Ireland international, Ian Stewart, Keith Bertschin, Steve Baker, Phil Heath and a player whose identity has not been revealed, were those players to line up talks with other clubs yesterday after news of Aldershot's offer of terms. All five are contracted until the end of the season.

Aldershot were put into adminstration earlier this month and have total debts of £800,000. They are losing about £6,000 each week.

Bryan Sparrow, who led Crawley Town to the third round of the FA Cup, has been officially approached by Wimbledon to take over as reserve team manager. The former Arsenal and Crystal Palace defender, aged 29, is expected to give his decision by the weekend. Sparrow works without a contract with Crawley, who are in the Beazer Homes League's premier division.

The Danish international, Jesper Olsen has left the French first division club, Caen, and is looking to return to the English first division where he played for Manchester United. But Olsen, who will be 31 in March, goes into a London clinic on Friday for a groin operation and expects to be out for about three months.

Palace agree to sell Gabbiadini

By Our Sports Staff

CRYSTAL Palace may be ready to revive their search for a forward to replace the departed and still sorely-missed Ian Wright. Marco Gabbiadini, bought by Palace for £1.8 million after Wright's transfer to Arsenal early this season, was yesterday thinking over a move to Derby County, of the second division, having failed to match his predecessor's record.

Signed by the Selhurst Park club from Sunderland just four months ago, Gabbiadini has scored only seven goals in 26 matches. Palace are understood to have agreed a fee of £1.2 million with Derby after talks between the respective managers, Steve Coppell and Arthur Cox. Gabbiadini was yesterday considering personal terms.

The possible move follows the announcement that Palace have put Andy Gray, their England midfield player, on the transfer list after accusations that Gray has had an adverse affect on his team-mates during training sessions.

Frustrated by his lack of first-team opportunities, Mark Robins, Manchester United's England Under-21 international forward, has been granted a transfer request. Robins, aged 22, who is best remembered for the goals that took United to Wembley two years ago, has started only one League game this season.

Doncaster Rovers, struggling at the foot of the fourth division, have agreed to sell their club captain, Mark Rankine, to Wolverhampton Wanderers for £100,000.

JOAN RUSSELL

Playing forward: Yorkshire cricket's occasionally uneasy relationship with the black and Asian communities took an important step forward yesterday (Richard Streeton writes). A new initiative by the Sports Council, which could increase the number of ethnic coaches working in the county by the summer from 50 to 90, was launched by Robert Atkins, the sports minister, at Headingley. Atkins is pictured above with Amjao Yasim, a schoolboy, and Steve Taylor, a coach.

In spite of the club's efforts in recent years, several factors have conspired against full cooperation among the races. One of these is the inclination to play cricket within their own communities. The Sports Council wants this and other problems tackled.

Atkins said: "The importance of integrating ethnic minorities in sport cannot be overstated. I wish this project every success and hope that it will provide the impetus for similar projects throughout the country in cricket and many other sports."

Tufnell taken ill on Test eve

From Alan Lee
Cricket Correspondent
in Auckland

PHIL Tufnell, England's spin bowling match-winner in Christchurch a week ago, was confined to bed here yesterday with a throat infection, an unwelcome worry for England on the eve of the second Test match.

New Zealand, needing to win here to restore national credibility, had worries of their own. Their captain, Martin Crowe, passed out at the end of a practice session, later putting it down to "a dizzy spell".

Tufnell, a heavy smoker, was ruled out of the Adelaide Test during last winter's Ashes tour by tonsilitis. This time, he was also running a temperature of over 100. He did not attend the final practice session or last night's team meeting, and was being treated with antibiotics.

Ironically, among England's bowlers a fully-fit Tufnell was the only certainty to play as the tour selectors left all options open after a long and anxious inspection of the Test pitch. Even yesterday, the pitch was not only very green but also wet, and England named 13 of their touring 16 with the proviso that Richard Illingworth would also be called in if Tufnell did not recover.

Injuries to the three main seam bowlers had cleared sufficiently for all to be named and Micky Stewart, the team manager, gave credit to the physiotherapist, Laurie Brown, for the unexpectedly swift recovery of David Lawrence. "It is a tribute to Laurie that he correctly diagnosed a complicated injury and then treated it so effectively."

England's management, meanwhile, was planning an urgent meeting with Geoffrey Boycott to resolve the bad feeling caused by his media criticism of Ian Botham. Bob Bennett, the tour manager, spoke to Boycott, who is also an official team consultant, for ten minutes yesterday but a more formal meeting, also involving Stewart, is imminent.

"Geoffrey is here primarily as a journalist," Stewart said yesterday. "But for what he does to be used in the way it has been is detrimental to the England team. We cannot afford any repeat of the disruption that has happened in the past 24 hours."

Stewart's rise, page 32

India's number up with umpires

From John Woodcock
in Adelaide

NO MANAGER, or assistant manager, of a cricket side can have been more inferentially critical of Australian umpires than Abbas Ali Baig was after India had lost the fourth Test match, and with it the series, here yesterday by 38 runs. To all intents and purposes he said the reason why Australia won was because the interpretation of the leg-before law that applied to one team did not apply to the other.

The Indians left for Perth, for the fifth and final Test match, which starts there on Saturday, in high dudgeon, and among those who felt they had good reason to be were more than one of the former Australian captains who now make up the Channel Nine commentary team. "If that was out then I'm a Dutchman," Ian Chappell said after Vengsarkar had been sent on his way.

"Let's have no more whingeing when we go to India and Pakistan next," was the gist of the commentators' message after three of India's first four batsmen had been given leg-before in yesterday's first session of play. In India's two innings, eight wickets were lost to leg-before decisions, including all their main batsmen except Srikkanth, who appeared to be given caught at the wicket in the first innings off his forearm.

But however understandable a side's frustration and their urge to speak out, it is almost always better not to do so. England and Australia both did it in Pakistan when they were there last, and a messy, undignified business it was.

Abbas Ali Baig, an Oxford Blue and a Test batsman in his day and a charming man, probably knew as much when, having said: "One just wondered if we had been provided with all the changes of the new laws in relation to lbws," added: "But the umpiring was very good."

The truth of the matter is that, in Australia, umpiring practically never has been "very good", and those wicked television slow-motion replays show how often, not only in Australia, it is crucially wrong.

It is known as the "numbers game" here. Sometimes your number is up, sometimes you are lucky. When England were here in 1954-5 we thought how good the umpiring was. When we lost in 1958-9 we thought much the same panel were rotters to a man, not least because they never called Ian Meckiff or Gordon Rorke for throwing. And there were no television replays in those days.

India deserved to win yesterday's Test match. Many Australians wished they had. After an earlier Test match Sunil Gavaskar wrote that they were playing 13 men. I do not believe it is like that. In an even more fiercely competitive game, umpires have an impossible job, especially when, as in most countries, they have hardly played the game themselves.

By the end of yesterday's play, Peter McConnell and Darrell Hair, the two arbiters, must have been a couple of nervous wrecks. Perhaps it is time to remind them of the age-old adage that the batsman should always be given the benefit of the doubt.

Bold India, page 32

England lose on viewing figures

By John Goodbody

THE England rugby union team has lost many of the television viewers that it attracted during the 1991 World Cup, when the final against Australia was watched by 13.6 million, easily the biggest audience for the sport in British history.

Only 5.6 million people watched the BBC coverage of Scotland v England game at Murrayfield on January 18, 400,000 fewer than the equivalent game at Twickenham last season and nearly a million fewer than saw England complete the grand slam against France in the final match of the 1991 five nations' championship.

However, viewing figures for the championship usually increase as the tournament progresses. Last season, England only drew 5.3 million for the opening game against Wales and then attracted six million for the fixtures with Scotland and Ireland before reaching 6.5 million against France.

In the World Cup, which was televised by ITV, 6.3 million watched the quarter-final against France. For the semi-finals, 9.3 million saw Scotland v England and 8 million Australia v New Zealand.

Jonathan Martin, head of BBC sport, said: "I am delighted with the figures for the Scotland versus England game. It is a healthy audience for a Saturday afternoon, particularly when you bear in mind that the audience is split between two live matches played on the same afternoon, which get priority in the appropriate region." On January 18, Irish and Welsh viewers saw Ireland play Wales live rather than Scotland versus England.

Rodber shrugs off injury

By David Hands
Rugby Correspondent

TIM Rodber, the Northampton No. 8, confirmed yesterday his fitness for England's five nations' championship match against Ireland at Twickenham on Saturday. Rodber, aged 22, who left the field during the game with Scotland on January 18 after a blow on the head caused a temporary paralysis, was given a scan at the Princess Margaret Hospital, Windsor, which showed no damage to his neck.

He played a full part in training on Sunday and at the Stoop Memorial Ground yesterday, when England gathered on a freezing evening to go through their initial preparation before today's main training, which will be held in private.

Meanwhile, Ireland's injury doubts were cleared up when both the London Irishmen, Jim Staples and Simon Geoghegan, declared themselves recovered from minor ailments. They both took their place in the squad which assembled in Dublin yesterday and flies to London today after training.

Diary, page 14
Moore's approach, page 33

British team caught up in French cup fever

From Andrew Longmore
Tennis Correspondent
in Bayonne

IF THE British team had any doubt about the extent of the fever gripping French tennis, it was shrilly dispelled at practice yesterday. Most of the local schoolchildren had crammed into the sports hall in Bayonne, venue for the Davis Cup tie against Britain which starts tomorrow, to watch the new Davis Cup champions go through their paces and a mere glimpse of the heroes of Lyons — Noah, Forget or Leconte — induced a bout of under-age hysteria.

Even the British players were accorded a high-pitched welcome, a prelude to the bedlam which will doubtless engulf the place when the tie begins tomorrow. "It's unbelievable," Jeremy Bates, the British No. 1, said. "The whole atmosphere is just bubbling. It's going to be a very special tie and I'm glad to be part of it." Few expect the British team (Bates, Mark Petchey, Neil Broad and Chris Wilkinson), the underdog of underdogs, as the French sports newspaper *L'Equipe* termed it, to play more than a minor part in chapter two of the adventures of Yannick Noah's champions, but, for Britain, returning to the World Group for the first time in five years, there is some cause for celebration, too. "We have been working hard for this day and we are going to enjoy it," Bates added. "The team spirit is the best I've known and everyone is raring to go."

There could not be a more appropriate home — nor even perhaps more appropriate opponents — for France's first defence of the title. Bayonne, in the lee of the Pyrenees at the furthest tip of southwest France, is Basque country, the country of Jean Borotra, the Bounding Basque, the spiritual father of French tennis. Borotra's France beat Britain in the final of 1931, but lost two years later when Borotra played only the doubles and Fred Perry won the deciding singles in Paris.

Leconte: local hero

Borotra watched entranced as France, for the first time in 52 years, lifted the Davis Cup from under the noses of the United States in Lyons last year and then pronounced the moment the third best of his life — after his wedding day and after the day he had led his country to its first Davis Cup title in 1927.

Borotra, at the age of 93, will doubtless be the guest of honour again here as the locals pay belated tribute to the champions. The one difficulty for Noah, an inspired choice as Davis Cup captain, is to persuade his team to start a new fire, not bathe in the afterglow of the old one. Whatever happens this year, nothing will be able to match the magic of that victory in Lyons and Noah's task will be to rekindle the spirit which made the sum of his team so much greater than the parts.

"I am sure the spirit will be the same," he said yesterday. "That's to say, friendship, lots of laughs but a lot of serious hard work in preparation." As usual, Noah is not expected to announce his team until shortly before the draw at midday today — "you know I like to wait until the last moment" — but it seems likely he will keep faith with Guy Forget and Henri Leconte, at least for the singles, in preference to Arnaud Boetsch and Olivier Delaitre, the two younger members of the team. After their five-set encounter in the first round of the Australian Open, which Forget won, both will be happy to be back on the same side.

In anticipation of facing the two left-handers, British Davis Cup captain, Tony Pickard, has drafted in the young Dutch left-hander Sander Groen, who has been practising daily with the British team.

The only hitch in the visitors' preparations so far was an unscheduled change of accommodation on the first day after their original hotel did not quite come up to standard. The team are now housed in some luxury, in an old hotel in Biarritz, built originally for Napoleon. Maybe that will give the British the inspiration they need.

******

هكذا من الأصل

LIFE & TIMES

THURSDAY JANUARY 30 1992

ARTS

Lothaire Bluteau on faith, Indians and acting

BOOKS

Esther Freud's first novel is *Hideous Kinky* and absorbing

Inside the mind of a hostage

The ordeal of a French photographer, held in a Beirut cell for ten months, is the background to a remarkable new film. Geoff Brown went to see it

Into the heart of darkness: the scene from *Hors la vie* in which Patrick Perrault (played by Hippolyte Girardot) is kidnapped on a Beirut street by Arab gunmen

None of the British hostages in Lebanon was ever as photogenic as Hippolyte Girardot. Supreme good looks (plus an off-hand manner) have rapidly made him a French cinema idol. And, despite beatings, dysentery, and hours spent wrapped like a mummy in sticky tape, he keeps those looks intact throughout *Hors la vie*.

But Maroun Bagdadi's powerful account of an innocent hostage caught in the nightmare of Beirut's civil war demands more from its star than a face to remember. As Patrick Perrault, a snap-happy photographer grabbed in the street by Arab gunmen while buying a packet of his faithful Gitanes, he must act without ever seeming to.

During months of captivity, he must pass by degrees from fury to despair. His spirits must visibly drain, his eyes must become haunted, as his identity fades and his horizons shrink to a few damp, dark square feet.

Girardot, defying expectations, gives a most convincing performance. Shooting in continuity clearly helped him get under the hostage's skin; so did the talents of his director (see interview, right). This is Bagdadi's third feature film, but his first for cinema.

Bagdadi views Beirut's civil war from a shifting perspective. He is close enough to feel the intense human suffering. At the same time, he stands sufficiently far back to avoid ideology or melodrama; imagine the bloodshed if a director such as Alan Parker had been at the helm.

The production team (some of them veterans of Costa-Gavras's thrillers) spent just a few busy days in Beirut. Most scenery hails from the Paris suburbs or a French military camp in Palermo. You would never know: *Hors la vie* looks, sounds, even smells authentic.

So does the story. For, like Costa-Gavras's films (not to mention *JFK*, last week's epic from Oliver Stone), *Hors la vie* feeds feverishly off headline news. Girardot's character is a transparent cloak for Roger Auque, a French photographer and radio journalist kidnapped in West Beirut on January 13, 1987.

On November 27 — 319 days later — he emerged into freedom, blinking. He had been held, mostly alone and permanently chained, in a room without windows. Terry Waite, he believed, was once his neighbour: "I could hear his voice", he told the *Sunday Correspondent* in 1990, "and once glimpsed him through the keyhole."

For his script, Bagdadi drew upon Auque's published recollections, especially for details of detention rituals and the psychological bonds between jailers and the jailed. Yet he also exercised the dramatist's prerogative, bolstering the story with inventions.

Auque was never subjected to the most vivid and frightening of the fictional Perrault's experiences: being covered from head to toe in hideous, brown sticky tape. Equally, Auque never encountered the most colourful of Perrault's guards.

Roger Auque: real-life hostage

One is a frustrated fanatic with a shaved head, itching to go into battle; Perrault calls him Frankenstein. Another, dubbed De Niro, wears a shirt sprouting palm trees and claims to have been Robert De Niro's bodyguard. He might be telling the truth, too; in Lebanon, anything is possible.

Perrault himself proves to be far from a mirror image. Auque's knowledge and love of Lebanon is duly passed on to his fictional counterpart.

His temperament is another matter. "Mentally", Auque recalled, "I remained a journalist . . . I wanted to be able to help the French intelligence service when I got out, so I took note of everything."

Perrault manages to commit one phone number to memory: otherwise, dysentery, failed escape attempts or pure, blind panic eat up his energies. French intelligence, one feels, would get little from him.

As a "true-life story", then, *Hors la vie* needs to be taken with the usual pinch of salt. No matter: Bagdadi's concern stretches far beyond one man's history, one man's captivity.

Beirut itself and its weight of misery comes under the microscope. Bagdadi never minimises the violence, the mental tortures, the petty humiliations, the frightening transfers from house to house in truck, car or sofa.

Yet he always acknowledges that Perrault's captors are also people. In a sense they are held hostage themselves by a war from which they can never escape. Perrault, the privileged foreigner, tosses aside his paltry first meal in disgust. "You'll eat like us, you're no better," one of his guards shouts.

Glimpses of normal life surface among Beirut's wrecked cars and rubble: a ball game, the television's mindless drone, a child in need of comfort. Towards the end of his captivity, Perrault is kept in the home of Walid, the chief kidnapper. But the domestic environment brings no relief: he is still gripped by panic, with a deepening belief that only death lies ahead. There is no stiff upper lip on display here; no inspiring Bunyan postcard.

The film describes a harrowing ordeal. Yet humour is not stamped out: dark, ironic jokes bubble up with the guards, particularly the small, cocky De Niro — who is played by an actor who bizarrely resembles Martin Scorsese.

Bagdadi (an assistant to Scorsese on *The Last Temptation of Christ*) can afford the in-joke, if such it is, for he holds the film on a tight rein, driving the story forward with a potent blend of passion and intelligence. Nicola Piovani's music, menacing and elegiac by turns, provides the perfect accompaniment.

This may not quite be Auque's true story. But *Hors la vie* remains a masterly account of human misery and survival under extreme deprivation: a timely film that will long resonate in the mind.

Reverse angle on horror

How Maroun Bagdadi made fiction out of fact

According to Maroun Bagdadi, its writer and maker, *Hors la vie* is a travel film. But Bagdadi is not talking about "the kind of tourism where you go on a package tour to Cairo and see the pyramids". His idea of a traveller's vision is about showing "the reverse angle".

"We saw the Gulf war live on television; we saw the guns and the bombs. But we hardly ever had the countershot, the bombs landing. This is what cinema can do. I filmed the hostage, but also the reverse angle of the situation — the jailers. It's not a question of taking sides, but of showing as many views as you can."

Bagdadi believes his non-analytical approach is the only one left to the West. "The West has always tried to categorise: the left, the right. It doesn't help. Ironically, some journalists who were trying to help the West understand were abducted."

The director, a 39-year-old Lebanese, is now a French citizen. "There was always the fear in Beirut that you might be taken hostage . . . I was a Christian living on the Muslim side; you had to take care. I made many documentaries about the war and in the first years of it I was involved politically with a very leftist group. We wanted to be above the clans. We wanted a secular, modern, non-feudal society. But very quickly you discover it's not possible. When I left, in 1983, it was because you couldn't exist without identifying with a clan or tribe."

He always knew that any feature film made about the hostages would be controversial, but he says: "When we did it there were no more French captives, and the film we were making was not polemical. The only decision I took was not to show the film in Beirut until all the hostages were free."

Catherine Comerford, an organiser of the Friends of John McCarthy campaign, says she found *Hors la vie* shocking. "It's the most dreadful, nerve-wracking film to watch. I saw it a week before John came out and it was awful knowing he was still there."

But she adds: "I think it's a salutary reminder of what they went through, and a film which should be seen, although, if it had coincided with the time of the Middle East peace talks, I might have thought differently."

She is most impressed by the film's lack of sensationalism. Unlike the real Roger Auque, who comes across in print as being cool and collected about his experience, the fictional Patrick Perrault gets upset by the lack of toilet paper, makes just one pathetic attempt to escape, and becomes mentally unhinged by the games played on him by his captors.

"A hostage is made childlike," Bagdadi explains. "When he wants to eat, he has to shout, when he wants to go to the toilet he has to ask permission, when he is a good guy he is rewarded.

"At Cannes, somebody said: 'This guy is acting like a woman.' I told him he had a very funny idea about women. What's wrong with crying in this situation? Audiences wouldn't be interested in someone who says: 'I have the situation under control'."

STEPHANIE BILLEN

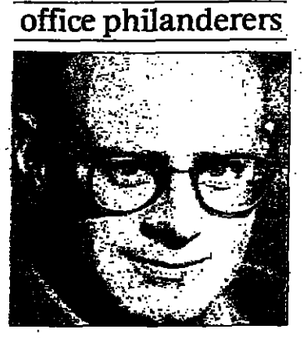
Hors la vie (certificate 15) is at Cannon Baker Street and Screen on the Hill.

Other film reviews, page 3

Stand by your man, or D-I-V-O-R-C-E?

PRIVATE LIFE

John Diamond considers high-office philanderers



You and I, we come back from a late night sales meeting ("But darling, you *know* how dreary these Japanese can be about entertaining") with the hint of alien Diorissima wafting around the shirt collar and next thing we know there's a stiff letter from her solicitor asking whether you want to take the Abba collection or the dishwasher when you go. But then you and I are not politicians.

You will have seen Hillary Clinton on the news, I expect. She is the one who nods so fondly and grips so tightly the hand of her husband Bill while he explains to reporters that refusing to tell them whether he has been sleeping with Gennifer the Arkansas cabaret singer for the past 12 years is absolutely not the same as saying "Hey guys, guess which cabaret singer I've been sleeping with for the past 12 years".

Bill Clinton wants to be the next president, and it seems that the American constitution has been secretly amended to ensure that anyone standing for high office will at some point have to face a past-it blonde in a ra-ra skirt waving a cassette tape of their 20 greatest romantic telephone calls. A further amendment insists that the candidate's wife will subsequently make a short, thin-lipped speech about honour, respect, taking the kids to Disneyland and Standing By Your Man.

Only when the *National Enquirer* has published the transcriptions of a further three tapes, a year after the election has been lost, will the wife announce she's signed a quarter-million dollar contract for a book to be entitled *His Cheatin' Heart*, and is living with her literary agent in Santa Monica pending the divorce.

In Britain we do things only slightly differently. DPP is discovered checking the goods in King's Cross: DPP resigns; Mrs DPP says they'll work things out; six weeks later Mrs DPP is snapped loading the Louis Vuitton into the back of the Volvo: end of story.

Even so, the question must be asked: why do they do it? Mr Clinton didn't decide on a whim a couple of weeks ago that the leather chair in the Oval Office looked fancier than the cracked vinyl item in the Arkansas governor's residence. He must have known that he had presidential ambitions well before he decided to tell Gennifer how much he liked her rendering of "Cry Me A River" and could he perhaps come round some time and discuss her phrasing of the middle eight? What exactly did he think was going to happen when he announced his candidacy and told her to hold off on the breathy phone calls until after the elections?

Equally, what hubristic arrogance persuaded Sir Allan Green that with white police vans parked all around the hookers' beat in King's Cross his was the only car window that wasn't going to get tapped on? Or those various other worthies that discretion is the most likely character trait of all those jolly girls at the Saunarium and Massage Centre?

But more relevant than all of those questions is the one that asks why presidential candidates, high court judges and rural deans do it. What is the conversation they have with themselves which tells them that it's safe, reasonable or defensible to risk all on a 20-minute rub down in a massage parlour or a 12 year fling with a cabaret singer? (And don't tell me that there's any difference: if there were then the cabaret singer would be Mrs Clinton by now.)

Sure, sex is fun, and as far as I'm concerned it's more relaxing than running nations or deciding who gets to appear at No 1 court at the Bailey, but it's not all there is. And in order to make sense of the actions of the high-office philanderers we must assume there was some pre-climactic point at which they decided that the ra-ra skirted singer or the fish-netted hooker fulfilled their ambitions more than high office ever could.

Except, of course, that isn't how we think. We don't say to ourselves: "Hmmm, now which do I really want: a lifetime of domestic contentment or a few minutes of sweaty fun followed by a slightly longer period getting my Y-fronts on backwards and both legs into one trouser hole because I'll want to get through the front door as fast as possible?" If we did, there would be no competition. If we really made those comparisons there would be no drink-drivers, no graffiti-sprayers, no penny-ante criminals. There would be no major risks taken for minor satisfactions.

None of which explains why the Hillary Clintons of this world are always quite so willing publicly to support their husbands. Why do we never see them screaming into the camera lights, "The bastard told me he was at a sub-committee of the working party on cheese quotas and that the red stain on his collar was Gouda rind.

"Upon learning of the existence of Ms Loretta St John, the wellington boots and the warm Dettol I placed all his possessions on the down-line from Croydon South. I am keeping the house, the Mercedes and the children and he can keep the wellingtons and Ms St John." More to the point, it doesn't explain why the Clintons can get away with it while the rest of us rarely can.

TOMORROW
Stephanie Calman's night life

● REVIEWS: Page 2 ● ARTS: 3 ● BOOKS: 4,5 ● APPOINTMENTS: 6-22 ● CROSSWORD: 23 ● TV and RADIO: 24

هكذا من الأصل

TODAY'S EVENTS

A daily guide to arts and entertainment compiled by Kari Knight

LA BETE: The New York production of American David Hirson's comedy may have flopped on Broadway last year but backer Andrew Lloyd Webber takes his chances with a proposed six-week run at the Lyric Hammersmith. The comedy is lavishly staged by Richard Jones, is set in Molière's France and has Alan Cumming leading the cast. The production begins previews tonight and opens next Wednesday.
Lyric, King Street, London W6 (081-741 2311), 7.45pm.

YOU NEVER KNOW WHO'S OUT THERE: A new play by bright, young playwright Debbie Isitt, founder of theatre company Snarling Beasties, dealing with power struggles and betrayal in a garish Northern club. Opening night.
Drill Hall, Chenies Street, London W1 (071-637 8270), 7pm.

DOWN AND OUT IN LONDON AND PARIS: An adventurous co-production brings together companies Paines Plough, the Salisbury Playhouse and the French town of Chalon in a staging of George Orwell's book.
Playhouse, Malthouse Lane, Salisbury (0722 320333), 8pm

LONDON SYMPHONY ORCHESTRA: Michael Tilson Thomas's orchestra tackles music by Ives. *Central Park in the Dark* and *The Unanswered Question*. Beethoven's dionysiac Seventh Symphony concludes the evening, and space is also found for Maria Ewing to sing Strauss's *Four Last Songs*.
Barbican Centre, Silk Street, London EC1 (071-638 8891), 7.45pm.

KONIGSKINDER: Engelbert Humperdinck's best-known opera is *Hansel and Gretel*, but the composer went on to develop the rich vein of innocent lyricism revealed in that fairytale piece in its successor, *Königskinder*. David Pountney's translation for his new production for English National Opera gives the title as *The Prince and the Goosegirl*. The cast includes Cathryn Pope (Goosegirl), Joseph Evans (Prince), Alan Opie (Fiddler) and Sally Burgess (Witch). Designs by Sue Blane. Mark Elder conducts the first night
Coliseum, St Martin's Lane, London WC2 (071-836 3161), 7pm.

HALLE: Sylvian Cambreling conducts *the Hallé Orchestra and Choir* in an all-French programme comprising Fauré's *Requiem* together with works by Ravel: *Le Tombeau de Couperin* and *Shéhérazade*. Featured soloists are Judith Howarth and Stephen Roberts.
Free Trade Hall, Peter Street, Manchester (061-834 1712), 7.30pm.

THE LONDON PHILHARMONIC: Franz Welser-Möst conducts the orchestra in Dvořák's *The Golden Spinning Wheel*, Beethoven's Piano Concerto No 3 (with soloist Piotr Anderszewski) and Martinů's Fifth Symphony.
Festival Hall, South Bank, London SE1 (071-928 8800), 7.30pm.

SCOTTISH OPERA: 1992 brings no let up on Mozart as far as Scottish Opera is concerned. The company revives John Cox's 1986 production of *The Marriage of Figaro*, designed by John Byrne, restaged by Sally Day, and with Justin Brown in the pit. The cast includes Jane Webster as the Countess, Claire Daniels as Susanna, Elizabeth McCormack as Cherubino, Robert Poulton as Figaro and Steven Page as Almaviva.
Theatre Royal, Hope Street, Glasgow (041-332 9000), 7.15pm.

HENRY THREADGILL'S VERY VERY CIRCUS & ANAVAS: Two black composers bring innovative jazz compositions to the South Bank. Threadgill's troupe offers a line-up of reeds, trombone, two guitars, two tubas and a drum, while Orphy Robinson's Anavas combines vibes, marimba, piano, bass and drums in a mix of West African and Caribbean rhythms.
Queen Elizabeth Hall, South Bank, London SE1 (071-928 8800), 7.45pm.

DIE TRAGODIE DES MACBETH: The Schiller Theatre Werkstatt from Berlin, one of Germany's leading repertory theatre companies, brings Katharina Thalbach's engrossing and bleak staging of *Macbeth* to the London stage for three performances. This highly physical production combines elements of anarchy, punk rock, parody, caricature and stark gallows humour (performed in German).
Mermaid Theatre, Puddle Dock, EC4 (071-410 0000), 8pm.

PAULA REGO: In 1990 Rego became the first National Gallery Associate Artist, her brief to produce work directly inspired by the National Gallery Collection. This touring exhibition of her paintings and drawings reveals the growing confidence with which she poached images from the European masters using them to create her own powerful, claustrophobic, works.
National Gallery, Trafalgar Square, London WC2 (071-839 3321). Mon-Sat, 10am-6pm, Sun, 2-6pm, until Feb 29.

A CABINET OF SIGNS: A latecomer to London among Japan Festival shows, this concerns itself with contemporary art from post-modern Japan. The eight young Japanese artists included work mostly with new technology, with a strong emphasis on video and photography. The most famous of the artists outside Japan, Yasu Masa Morimura, has moved on from staged, elaborately costumed self-portraits to high-tech interventions in famous pre-Raphaelite paintings. The rest do the usual post-modernist things.
Whitechapel Art Gallery, Whitechapel High Street, London E1 (071-377 0107). Tues-Sun, 11am-5pm (Wed to 8pm), until Feb 2

THEATRE GUIDE

Jeremy Kingston's assessment of current theatre in London
■ House full, returns only
☒ Some seats available
☐ Seats at all prices

☒ **BECKET:** Riveting performances from Derek Jacobi and Robert Lindsay in Anouilh's play on the relationship between Thomas à Becket and Henry II.
Theatre Royal, Haymarket, SW1 (071-930 8800). Mon-Sat, 7.30pm, mats Wed, Sat, 3pm. 165mins

■ **BLOOD WEDDING:** Lorca's tragedy relocated in Cuba but the sexual passion is thin: bloodless Lorca.
National (Cottesloe), South Bank, SE1 (071-928 2252). Tonight-Sat, 7.30pm, mat Sat, 2.30pm. 120mins

☐ **THE CABINET MINISTER:** Derek Nimmo and Maureen Lipman in a snobbish, largely unfunny Pinero comedy.
Albery, St Martin's Lane, *WC2* (071-867 1115). Mon-Sat, 7.45pm, mats Wed, *Sat, 3pm. 150mins.*

☐ **DANCING AT LUGHNASA:** Brian Friel's Olivier Award-winning memory-play, set in 1930s Donegal.
Garrick, Charing Cross Road, WC2 (071-494 5085). Mon-Sat, 8pm, mats Thurs, 3pm, Sat, 4pm. 150mins.

☐ **A DYBBUK FOR TWO PEOPLE:** Bruce Myers, Corinne Jaber play many roles in this Yiddish tale of the supernatural. Accomplished, intense.
Hampstead, Swiss Cottage Centre, NW3 (071-722 9301). Mon-Sat, 8pm, mat Sat, 4pm. 80mins. Final week.

☐ **AN EVENING WITH GARY LINEKER:** Sometimes droll look at the fantasies of a woman married to a soccer nut.
Duchess, Catherine Street, WC2 (071-494 5075). Mon-Thurs, 8pm, Fri, Sat, 6pm and 8.45pm. 130mins.

■ **THE GIGLI CONCERT:** Barry Foster is obsessed with making an Irish *millionaire* (*Tony Doyle*) into the new Gigli in Tom Murphy's powerful fable.
Almeida, Almeida Street, N1 (071-359 4404). Mon-Sat, 8pm, mat Sat, 4pm. 160mins.

☐ **ONCE A CATHOLIC:** Welcome return of Mary J. O'Malley's romping comedy about convent girls growing up between nuns and teddy boys.
Tricycle, 269 Kilburn High Road, NW6 (071-328 1000). Mon-Sat, 8pm, mat Sat, 4pm. 150mins.

☐ **ORPHANS:** Gripping psychological thriller where a wealthy crook is kidnapped by two brothers: the RSC Fringe at its best.
Watermans Arts Centre, 40 High Street, Brentford (081-568 1176). Tues-Sat, 8pm.

☐ **PAINTING CHURCHES:** Siân Phillips (excellent) and Leslie Phillips as an elderly Boston couple, Josie Lawrence their artistic daughter in a quietly touching family play.
Playhouse, Northumberland Avenue, *London WC2 (071-839 4401). Mon-Sat*, 8pm, mats Wed, Sat, 3pm. 120mins.

☐ *PHANTOM OF THE OPERA:* Gleeful version of the old thriller: tunes by Offenbach, Verdi and Weber but not Lloyd Webber.
Shaftesbury, Shaftesbury Avenue, WC2 (071-379 5399). Mon-Fri, 7.30pm, Sat, 8.30pm, mats Thurs, 3pm, Sat, 5pm. *150mins*

☐ **THE RESISTIBLE RISE OF ARTURO UI:** Emphatically menacing "Hitler" portrait by Antony Sher in Di Trevis's strong production of Brecht.
National (Olivier), South Bank, SE1 (071-928 2252). Today, 2pm and 7.15pm. 170mins.

☐ **THE RIDE DOWN MT MORGAN:** Arthur Miller's disappointingly one-sided play where Tom Conti argues the case for bigamy.
Wyndham's, Charing Cross Road, *WC2 (071-867 1116). Mon-Sat, 7.30pm*, mats Thurs, Sat, 2.30pm. 150mins.

☐ **SOPHISTICATED LADIES:** *Twelve singer-dancers whirl through the music of Duke Ellington. Obvious routines* cannot disguise the true rueful Duke.
Globe, Shaftesbury Avenue, W1 (071-494 5065). Mon-Fri, 8pm, Sat, 8.30pm, *mats Wed, 3pm, Sat, 5pm.* 130mins.

☐ **SPREAD A LITTLE HAPPINESS:** Down memory lane with the songs of Vivian Ellis, pleasantly English and all the lyrics are audible.
King's Head, Upper Street, N1 (071-226 1916). Tues-Sat, 8pm, mats Sat, Sun, 3.30pm. 150mins.

☐ **A SWELL PARTY:** Four singers, two pianists in likeable tribute to Cole *Porter's wit and wry melodies.*
Vaudeville, The Strand, WC2 (071-836 9987). Mon-Fri, 8pm, Sat, 8.30pm, mats Wed, 2.30pm, Sat, 5.30pm. 140mins.

☐ **A TRIBUTE TO THE BLUES BROTHERS:** Lively parade of tuneful oldies. Good fun.
Whitehall, Whitehall, SW1 (071-867 1119). Mon-Thurs, 8.15pm, Fri, Sat, 6.15pm and 9pm. 120mins.

LONG RUNNERS: ☐ *Aspects of Love*: Prince of Wales (071-839 5972) . . . ☐ Blood Brothers: Phoenix (071-867 1044) . . . ☐ Buddy: Victoria Palace (071-834 1317) . . . ☒ Carmen Jones: *Old Vic (071-928 7616)* ☒ Cats: New London (071-405 0072) ☐ Don't Dress for Dinner: Apollo (071-494 5070) . . . ☒ Five Guys Named Moe: Lyric (071-494 5045) ■ Joseph and the Amazing Technicolor Dreamcoat: Palladium (071-494 5037) . . . ☐ *Me and My Girl: Adelphi* (071-836 7611) . . . ■ Les Misérables: Palace (071-434 0909) . . . ■ Miss Saigon: Theatre Royal, Drury Lane (071-494 5400) . . . ☐ The Mousetrap: *St Martin's (071-836 1443)* . . . ■ *The Phantom of the Opera*: Her Majesty's (071-494 5400) . . . ☐ Return to the Forbidden Planet: Cambridge (071-379 5299) . . . ☒ Starlight Express: Apollo Victoria (071-828 8665) ☐ Thunderbirds F.A.B. — The Next *Generation: Ambassadors* (071-836 6111) . . . ☐ The Woman in Black: Fortune (071-836 2238).

Ticket information supplied by Society of West End Theatre

CINEMA GUIDE

Geoff Brown's assessment of films in London and (where indicated with the symbol ◆) on *release across the country.*

NEW RELEASES

◆ **BLAME IT ON THE BELLBOY** (12): Mistaken identities in Venice. Impersonal, machine-tooled, old-fashioned farce. With Dudley Moore, Richard Griffiths, Patsy Kensit. Writer-director, Mark Herman.
Cannons: Chelsea (071-352 5096) Oxford Street (071-636 0310) Odeons: Kensington (0426 914666) West End (0426 915574) Whiteleys (071-792 3332)

DRIVING ME CRAZY (12): Arrogant brat and working-class stepfather-in-waiting battle for supremacy on a cross-country journey. Stale, unlikeable *comedy from John* Hughes. With Ed O'Neill, Ethan Randall.
Cannons: Baker Street (071-935 9772) Haymarket (071-839 1527).

◆ **JFK** (15): Oliver Stone's contentious, electrifying, three-hour drama about the Kennedy assassination. *Kevin Costner as* crusading D.A. Jim Garrison; a bustling supporting cast.
Barbican (071-638 8891) Camden Parkway (071-267 7034) Cannon Fulham Road (*071-370 2636*) *Empire* (071-497 9999) Notting Hill Coronet (071-727 6705) MGM Trocadero (071-434 0031) Screen on the Green (071-226 3520) Whiteleys (071-792 3332)

MA NUIT CHEZ MAUD (12): Eric Rohmer's serious but seductive moral tale, made in 1969. With Jean-Louis Trintignant, Françoise Fabian, plus *much witty talk about philosophy*
Renoir (071-837 8402)

Christopher Lloyd; director, Barry Sonnenfeld.
Cannon Chelsea (071-352 5096) MGM Trocadero (*071-434 0031*) *Odeons:* Kensington (0426 914666) Mezzanine (0426 915683) Plaza (071-497 9999) Whiteleys (071-792 3332).

CURRENT

◆ **THE ADDAMS FAMILY** (PG): Tasty feast of black humour, inspired by the 1960s TV spin-off from Charles Addams's macabre cartoons. Starring Raul Julia, Anjelica Huston,

◆ **BILLY BATHGATE** (15): Hero-worshipping kid joins Dutch Schultz's gang in 1930s New York. Muffled, disappointing version of E.L. Doctorow's 1989 best-selling novel. Starring Dustin Hoffman, Loren *Dean; director, Robert Benton*
Cannon Chelsea (071-352 5096) Notting Hill Coronet (071-727 6705) Odeons: Kensington (0426 914666) Leicester Square (0426 915683) *Whiteleys (071-792 3332).*

◆ **COUPE DE VILLE** (12): Three warring brothers *travel cross-country in* a 1954 Cadillac. Breezy blend of road movie, male-bonding comedy, and 1960s nostalgia. With Patrick Dempsey, Arye Gross, Daniel Stern; director, Joe Roth.
Cannons: Fulham Road (071-370 2636) *Tottenham Court Road* (071-636 6148) MGM Trocadero (071-434 0031).

DELICATESSEN (15): French video whizzkids Jeunet and Caro's wonderfully bizarre fantasy about a houseful of tenants living above a *cannibalistic butcher. Dominique* Pinon, Marie-Laure Dougnac.
Barbican (071-638 8891) Cannons: Chelsea (071-352 5096) Tottenham Court Road (071-636 6148) Gate (071-727 4043) *Metro (071-437 0757)* Screen on the Hill (071-435 3366).

◆ ***FRANKIE AND JOHNNY*** (15): Short-order cook (Al Pacino) courts a wary waitress (Michelle Pfeiffer). Synthetic adaptation of Terrence McNally's play. Director, Garry *Marshall*
Cannons: Baker Street (071-935 9772) Fulham Road (071-370 2636) MGM Trocadero (071-434 0031) Whiteleys (071-792 3332).

LIFE IS SWEET (15): Mike Leigh's droll, farcical, award-winning comedy *about a North London family's ups and* downs. Starring Alison Steadman. *Double-billed with Riff-Raff*
Premiere (071-439 4470)

LITTLE MAN TATE (PG): How and how not to rear a child prodigy. An engaging young player (Adam Hann-Byrd) and sensible direction (Jodie *Foster) easily offset the facile* moments.
Odeon Haymarket (0426 915353).

MATADOR (18): Murder, high fashion, and anti-Catholic jibes from the inimitable Pedro Almodóvar; made in 1986. Assumpta Serna and Nacho Martinez as a chic lawyer and bull-fighter obsessed with love and death
Metro (071-437 0757).

MERCI LA VIE (18): Time-hopping adventures of two rampaging girls *(Charlotte Gainsbourg, Anouk* Grinberg). Strained variation on Bertrand Blier's first hit, *Les Valseuses*
Camden Plaza (071-485 2443) *Chelsea Cinema (071-351 3742/3743)* Lumière (071-836 0691).

MISSISSIPPI MASALA (15): Indians *displaced from Uganda to Mississippi* fret over race and young love. Sharp insights, but soggy at the centre. Starring Sarita Choudhury, Denzel Washington. Director, Mira Nair
Curzon West End (071-439 4805)

TOTO THE HERO (15): Jaunty, absurdist comedy about youth, old age and life's disappointments from talented new Belgian director Jaco van Dormael. With Michel Bouquet, *Thomas Godet*
Curzon Mayfair (071-465 8865)

Heard the news? It's all Good

THEATRE

Good Rockin' Tonite
Strand

TAKE a couple of dozen rock 'n' roll songs from the Fifties and Sixties, a slim storyline and a cast too young to have personal experience of that era, and the result should be the pop equivalent of *Sophisticated Ladies*, the Duke Ellington tribute: a sincere but thin cabaret entertainment. Given the lightweight music, and the fact that the subject of the tribute is not a musician but a mere television producer, it is astonishing that *Good Rockin' Tonite* is such a satisfying and exciting show. The last thing the nostalgia-bound West End needs is another musical revue tribute, but this one is welcome indeed, for its visual dynamism, its self-mocking humour and its energy.

Good was in his early twenties, a Balliol graduate and struggling actor, when the film *Rock Around the Clock*, and the Bill Haley hit that inspired it, burst upon the British consciousness in the Fifties. An instant convert to the new religion of rock, as a junior producer at the BBC he was uniquely placed to evangelise.

He was also unique in his understanding of how to give visual expression to the excitement generated by the music and can now be seen as having written the rulebook of televisual presentation for rock music. First seen at the Liverpool Playhouse, the present production re-creates Good's pioneering work on such shows as *6.5 Special*, *Oh Boy!*, *Boy Meets Girl* and *Shindig*.

Perhaps it is only fair that the chief iconographer of rock 'n' roll, the man who formed Lord Rockingham's XI, put Gene Vincent into black leather, gave Cliff Richard his first pink jacket and dressed Billy Fury in gold lamé (all represented here), should be allowed to turn his own story into a rock icon. It is our good luck that he has done the trick so entertainingly.

During two-and-a-half hours of almost continuous music, the spirits of Eddie Cochran, Fury, Vincent and Bill Haley are summoned up. The closets of "lapsed" rockers such as Cliff and Tommy Steele are flung open for inspection. We are reminded that the hand-jiving trio of Vernons Girls, with candy-striped shorts and flick-up hairstyles, were the epitome of teenage chic.

Doubling on various instruments as well as singing, dancing and contributing to the slender narrative, the cast of 11 (plus four full-time instrumentalists) are pushed to the limit by Good, his assistant director Ian Kellgren and musical director Keith Strachan.

Latterly, Good went off to America, created *Shindig* for US television and wrote *Catch My Soul*, a rock *Othello*. He directed and helped devise the show *Elvis* in London in 1977, but has since been painting in semi-retirement in New Mexico.

Philip Bird, as Good, stumbles amusingly through an obsessive relationship with music and a stormy one with his wife (Anna-Juliana Clare, also exceptional as a "Vernons Girl"). Other vignettes (with James Compton hilarious as Head of Light Entertainment, BBC and David Howarth creepily oleaginous as Larry Parnes) hardly interrupt the flow, being underscored by the setting up of the next musical segment.

The appearances by veteran British rockers such as Joe Brown and Good himself on opening night cannnot be expected every night, but this run (making way in March for 22 weeks of the Chippendales), deserves to continue.

TONY PATRICK

TRISTRAM KENTON

Re-creating the early rockers: left to right, Tommy Steele (David Howarth), Cliff Richard (Tim Whitnall), Gene Vincent (Michael Dimitri) and Billy Fury (Gavin Stanley) in Jack Good's *Good Rockin' Tonite*

THEATRE

Orphans
Watermans Arts Centre

LAST month, this Royal Shakespeare *Company* "Fringe" *production* became the first ever invited to play at The Pit. Normally, the RSC takes an interest, but stops short of an *imprimatur*. For the next three weeks, Ian Embleton's taut production fully rewards the trip to *Brentford*.

Lyle Kessler's psychological thriller enjoyed a West End run five years ago, with Albert Finney in the role of Harold, the wealthy crook who intrudes upon the unnaturally cosy life of two brothers. Both he and the younger men were left *motherless* at an early age, but where Harold has forced his way up from Chicago orphanage and shivering newsboy to a position where he carries a wad of thousand-dollar bills, Phillip and Treat eke out their days in a run-down apartment in north Philadelphia.

Phillip is kept virtually imprisoned by his brother's warning that the crowds out there are dangerous, but he is beginning to think for himself. Treat earns a living as a petty thief and dreams of making it big.

One night he strikes up a conversation with Harold in a downtown bar and brings him home, absurdly hoping to hold him to ransom. He quickly discovers that the man's associates are happy to leave him to rot, but by then Harold is exerting his charm on the younger brother.

Kessler engineers the shifts in the power struggle with a fine sense of pace — a quality echoed in Embleton's direction — and he layers his play with incidents and anecdotes that are seldom mere local colour.

Andrew Cryer's impressionable Phillip, thin and rangy, shows the boy's fragile confidence and the energy that only needs permission to come surging forth. Embleton reveals the jittery tension underlying Treat's bravado, a dead-end kid who will never escape from his emotional cul-de-sac. And Trevor Martin gives a peach of a performance as Harold: fond, weary, gravel-voiced, practised in the ways of little punks. But behind the bray of laughter and the shrewd stare, he is essentially the same as the younger pair. This gives the play unity and a remarkable tenderness.

JEREMY KINGSTON

CONCERT

LS/Knussen
Queen Elizabeth Hall

HARD not to treat this London Sinfonietta presentation of five young composers as a sort of talent contest, and award the palm to Detlev Glanert for his *Mahler/Skizze*. Just three weeks ago some pieces of his for viola and piano had seemed rather facelessly Schoenbergian, but this second encounter was with a composer of distinctive thought.

It was an encounter, too, of course, with Mahler, but not in any predictable way. Where musical quotation so often introduces something more vividly present than its present-day context, Glanert's allusions to Mahler — the sheepbells, the heavy harmony — were discreet wafts, coming through a window into something with its own personality. There was a distance here, but also a kindredness, since Glanert's music has its own kinds of full expressive charge and becalming, parallel to Mahler's, the former in a powerful cello part, the latter in a care for silence, for long spans, and for the natural sounds of water and of knocked stones. One measure of the work's achievement is that it seemed to be over far too soon, whereas Magnus Lindberg's *Joy* was, at half an hour, a bit too long a burst of exhilaration.

The piece has a sensational aural mightiness and lashings of musical interest, especially here in the sprays of woodwind polyphony and the stark-edged clangorous sounds of piano and tuned percussion. Also impressive is the colossal wheeling in of occasional tonal harmonies, fully as part of the complex world in which Lindberg operates. But the addition of an electronic-keyboard part was not so well justified and the prolongation began to feel artificial.

But if Lindberg's implacable harmonic drive recalls Sibelius, Rob Zuidam's *Dinamismo di cane al guinzaglio* was decisively in a modern Dutch tradition of punk minimalism, and John Gibson's dreamy *Flights of Fancy* had an American sort of wit and weightlessness. It was a fine showpiece for the bright playing of the London Sinfonietta under Oliver Knussen, as too was David Horne's set of cleanly scored, happy studies in pattern-making, *Out of the Air*.

PAUL GRIFFITHS

Flashing blades and thousands of fairylights

ICE SHOW

Holiday on Ice
Wembley Arena

"TIME to assemble the big Christmas show for Wembley again, Jones. We're not called 'Holiday on Ice' for nothing, you know."

"Actually, sir, Wembley's taking our Christmas show a bit late again this year. End of January, I'm afraid. But I do have a special ingredient — something I feel our shows have lacked in the past."

"What's that, Jones? New jokes? Decent music? Torvill and Dean?"

"No sir. It's called a plot. Like what you get on *EastEnders*."

"Hm. Sounds a bit intellectual to me. Our patrons expect lots of leggy young women in tiny costumes, with big pink feathers on their heads."

"They'll get that in the Champs-Elysées scene. It's just like the real place — you know, sir, in Paris."

"And what about the dancing eggs and the tree-trunk with electronic eyes? Very popular with the kids."

"They appear in the Puppetland scene. We've put Pinocchio in there as well. I think you'll be impressed by the size of his nose, sir."

"Where are the Ukrainian clowning gymnasts, Jones? And the skating juggler in the silver lamé suit? Surely they are not in Puppetland."

"No sir. They're in the 1904 St Louis World Fair scene. And when we move into the 22nd century setting we can use some really futuristic lighting effects, sir. Just like the ones you liked in the original Broadway production of *Brigadoon*."

"Jones, you are forgetting something. This show is all about stars. We've booked Valerie Matzke and Laszlo Vajda, and the legendary Allen Schramm. When is he going to do his famous toe-loops?"

"Schramm can be the phantom of the opera. He'll be able to fling off his mask and express his self-loathing in a wild dance."

"The phantom of the opera! Let me guess: you're using extracts from *Starlight Express* as well."

"No sir. *La traviata*. That's the beauty of a plot. This mad professor can go anywhere we want, because he's built a time machine. That's why we're calling the show *Journey through Time*. But we've kept the dialogue to a minimum."

"Not much dialogue, Jones? You know our shows are famed for lasting much longer than anybody expects."

"Don't worry, sir. Everyone mimes the lines very slowly. Just like those 'I speak your weight' machines."

"Staging and choreography by Ted Shuffle, as usual?"

"Absolutely. Shuffle by name, shuffle by trade. And costumes by Foleo."

"Well, get your skates on, Jones! Sounds as if we'll be getting straight sixes for artistic merit on this one."

"Indeed sir. And I haven't even told you about the 2,000 fairy-lights in the finale. That's the really tasteful bit."

RICHARD MORRISON

هكذا من الأصل

Frozen food for deep thought

CINEMA

Geoff Brown reviews *Black Robe*, *My Girl*, *Life on a String* and two classics from the Thirties: "the best double bill in town"

On location in Northern Quebec: "an authentic landscape recreated, in which canoes, furs and faces look weather-worn" for Bruce Beresford's *Black Robe*

There must be something about Lothaire Bluteau that suggests a man of God: perhaps the narrow face and ascetic physique, or those piercing eyes, fit to penetrate the most recalcitrant soul. He was *Jesus of Montreal*: a Passion Play actor, testing Christ's teachings against modern society. Now, in Bruce Beresford's **Black Robe** (15, Plaza, MGM Trocadero), based on Brian Moore's novel, Bluteau (interviewed below) dons Jesuit habit to take God's Word by canoe to 17th-century Indians in the remote lakes and forests north of Quebec.

The going is tough. Most of the Algonquin tribe barely tolerate the priest, and regard baptism as "water sorcery". The Iroquois (delineated as 17th-century punks) capture him, slice off the top of a finger and gloat. He begins fuelled with a mission to lead his "savages" to an invisible Paradise; but fervour wanes in the face of the Indians' own deep-rooted beliefs and the winter's snow. "The final belief," the poet Wallace Stevens once wrote, "is to believe in a fiction, which you know to be a fiction, there being nothing else." Such is the predicament of Bluteau's Father Laforgue.

This is a most absorbing film: an epic tale that never stints on the visual wonders of pristine scenery, of man fighting nature, yet keeps in close touch with the original novel's metaphysical concerns. (Moore himself prepared the screen adaptation.)

Ten years ago, one would laugh at any link between Bruce Beresford and metaphysics: did not this wayward Australian direct *Puberty Blues* and *The Adventures of Barry McKenzie*? Yet Beresford has grown into a skilful, generous talent, sensitive to actors and stories of inter-racial relations. *Black Robe* (the first-ever Canadian/Australian co-production) proves a worthy companion to his two recent films, *Mr Johnson* and *Driving Miss Daisy*.

On locations in Northern Quebec, Beresford works hard to create an authentic landscape. Indians speak in Cree and Mohawk (subtitles are on hand to help); canoes, furs, faces and huts look weather-worn. The film also skirts the potential danger of making a romance between Laforgue's young aide and the Algonquin chief's daughter too much a Hollywood affair.

Another director — such as Kurosawa in his prime — might have shaped the material in a more personal way. Beresford serves the material well, but we miss the blaze of cinematic imagination. Still, there is more than enough for audiences to chew: not for nothing has *Black Robe* won six Canadian awards, and earned more money there than any other English-language film since the egregious *Porky's* ten years ago.

Though Macaulay Culkin is barely 11 years old, what has life left to offer him? In **My Girl** (PG, Odeon Leicester Square), the pale star of *Home Alone* not only negotiates his first amorous fling and his first screen kiss, he also expires and lies in state.

Culkin crams in this wealth of experience without even being the film's main character. That honour goes to newcomer Anna Chlumsky: another 11-year-old, with prematurely succulent lips and the kind of expressions natural to someone who made cuteness her profession at the age of ten months. This veteran child model plays Vada Sultenfuss — tomboy, hypochondriac, precocious daughter of a widowed mortician (a rumpled Dan Aykroyd) whose capacity for emotion appears barely superior to the cadavers lying in his basement.

Enter Jamie Lee Curtis, a hippie cosmetologist in a mobile home (the year is 1972), to take on the job of corpse cosmetician. Under her influence, Aykroyd starts to thaw. Marriage is proposed; but jealousy rages in my girl Chlumsky.

Howard Zieff's film swings madly between middle-aged romance and pre-teen *Angst*, in an obvious attempt to pull in all the family. The gambit worked at the American box-office: *My Girl* has already accumulated more than 50 million dollars, and a sequel is planned. Artistically, the swings of mood wreak havoc. Personal experience may well have inspired aspects of the script (Laurice Elehwany's first), but the fragmentary structure all but kills any valid emotions.

We are left clutching the performances. Culkin is ordinary, Curtis acceptable; Aykroyd injects warmth. But for better or worse — worse, in my case — this is Chlumsky's show.

With **Life on a String** (ICA Cinema) we enter another world: of folk myths, spectacular waterfalls and mountain villages in Inner Mongolia, of magical music-making with the san-hsien (the Chinese three-stringed lute). Chen Kaige, the director of this extraordinary, baffling film, recently spent three years in the bosom of capitalism in New York. But he seems little affected: the film is propelled by exotic images and mysteries, rather than any streamlined narrative.

The central character is a blind musician, who is told as a boy by his dying master that his sight would be restored once he breaks (and replaces) a thousand lute strings. Sixty years pass: he wanders the countryside, known as the Saint for his music's healing powers, and there are five strings to go.

Upon this peg, Chen hangs a bewildering range of village incidents and dazzling landscapes, forever hinting at allegory but always retreating from an explicit statement. Shot by shot, his visual eye seems as sharp as it was in his first film *Yellow Earth*, but the final effect is nullified by chaotic organisation. The soundtrack, moreover, suffers from Euro-tinkering (shot in China, the film was mounted as a German production with funding from the world's four corners): each time the aged Saint launches into song, out booms the young voice of some Chinese Tom Jones.

Five years ago, Paul Mazursky's *Down And Out in Beverly Hills* turned Jean Renoir's anarchic pastorale **Boudu Saved From Drowning** (PG, Renoir), into a lame tilt at Los Angeles affluence. But see, no permanent damage has been done: the 1932 original survives, to enchant new audiences with its comic tale of humanity freed from bourgeois constraints.

Michel Simon, the great gargoyle of French cinema, showers his eccentric gifts on the role of Boudu — the tramp bent on drowning, with a beard, a prance and a sexual urge to rival Pan. M. Lestingois, humanitarian bookseller, fishes the vagabond from the Seine. Once installed in the good man's home, Boudu gooses wife and maid, eats sardines with his fingers, ruins sheets, silk stockings and Balzac first editions. His hair is cut; even matrimony is planned. But the adult delinquent proves untameable.

Renoir's direction joyously catches Boudu's unfettered spirit. Exterior scenes vibrate with the direct sound of traffic and hubbub. Inside the bookseller's home, the camera glides hither and yon, giving the performers ample space to charm and touch our hearts. There may be greater Renoir films: two of them, *La Règle du jeu* and *Une Partie de campagne*, can be seen peeking through the present film's debate about society's rules and nature's urges. But *Boudu Saved From Drowning* deserves a special place for its insouciance, and Simon's rude force.

Jean Vigo's exhilarating, surreal reminiscence of boarding-school life, **Zéro de Conduite** (U), made in 1933, plays in support. This is the best double-bill in town.

TELEVISION

Joe Joseph

Blood on the tracks

Any Westerners keen to know how Japanese run their businesses, or sociologists struggling to work out what makes Japan tick, should discard their textbooks and look for a recording of last night's **Timewatch** (BBC 2) about the building of the railway through the Thai/Burma jungle and across the River Kwai.

President Bush should squeeze onto the sofa and watch too. Had he seen the documentary before his recent Tokyo visit he might not have felt so humiliated by his hosts. In fact, get all the United States to tune in, then Americans might better understand why a senior Japanese politician described them as lazy and illiterate, and America as little more than Japan's subcontractor.

The building of the railway 50 years ago was part of Japan's strategy to conquer Asia. Singapore had fallen: Hirohito's army needed to funnel troops to the rest of the continent. In 15 months, 26,000 Allied prisoners of war and perhaps 100,000 conscripted coolies died: from disease, starvation or beheaded for malingering.

Les Martin, a veteran, recalls: "I don't know how I got through it. We were surrounded by the stink of rotten flesh. Anyone trying to escape was beheaded." Like other survivors, Martin seemed barely able to relate the horror. A Malaysian conscript remembers: "There were nights when six, seven or even ten people hanged themselves: your head would bump into their feet."

The Japanese officers, on the other hand, seemed to recall the affair as they might a car export campaign that hadn't turned out as well as had been hoped. "We had to forget the individual," said one officer, as if chatting to a business school seminar. "What counted was human energy, strength and the power of the workforce. Our job was to finish the work by the imposed deadline. The workforce was not regarded as being made up of human beings. It was simply a machine."

You will search hard for a snappier summary of the corporate ethic of modern Japan, where everyone knows his place and that is at the office, working late.

Another Japanese officer: "We had a certain scorn for the prisoners of war because these men had accepted their defeat . . . This led us to consider these prisoners as inferior." For POWs read Americans. It's history that's bang up to date.

Television listings, page 24

ARTS BRIEF

Up in towns

THE shortlists for the Arts Council/British Gas awards — Working for Cities — are announced this week. The awards highlight the contribution made by the arts to the social, economic and cultural regeneration of Britain's inner cities. Among those shortlisted are two entries from Birmingham: Centenary Square (in the Art in Public Spaces category) and the Broad Street Development Area, incorporating Symphony Hall and the International Convention Centre (Group category). Two entries from Sheffield have also been shortlisted: Spirit of 91- The Universiade Festival (Events category) and the Lyceum Theatre (Buildings). Winners in all eight categories are announced in April.

HM on parade

A NEW portrait of the Queen, commissioned by the Royal Military Academy in Sandhurst, was unveiled yesterday. It was painted by Andrew Festing (a former Sandhurst cadet) to celebrate the 250th anniversary of the founding of the first Royal Military Academy, in Woolwich. Commissioned with sponsorship from the Royal Bank of Scotland, Festing's portrait is unlikely to stir the hackles of the art establishment as much as Pietro Annigoni's two portraits of the Queen: the new one shows a matriarchal figure in Garter robes against a background of military ceremonial.

PROFILE

The hardest thing for actors is knowing when to say no

Lothaire Bluteau, star of *Black Robe* (reviewed above) and *Jesus of Montreal*, talks to Michael Arditti about his work

DENZIL MCNEELANCE

Lothaire Bluteau: "I used to be shy. I'm still reserved."

Lothaire Bluteau is nobody's idea of a jobbing actor. The 34-year-old French Canadian has made only two films which have achieved international exposure and, during his first ten years as an actor in Montreal, he appeared in just four plays.

His impact has been out of all proportion to his output. In *Jesus of Montreal*, he played a contemporary Christ figure with a sympathy and spirituality which was all the more remarkable in a culture conditioned by Hollywood histrionics and Python parody. In his new film *Black Robe* he endows a proselytising priest with great dignity, even when squatting on a canoe.

His one London stage appearance, as a homosexual prostitute in *Being at Home with Claude*, presented a harrowing portrait of naked pain. He removed a pedestrian scenario far from the realms of prurience to reveal the transfiguring power of love.

Bluteau is as reluctant to be analysed as he is to be typecast. A slight man, whose stature belies his presence, he projects a wiry intensity: the face and physique of a streetwise hustler are combined with the eyes of a medieval monk.

He defends his discrimination: "You make your career as much from the things you refuse to do as those you say 'yes' to. I need to fall in love with my work — and I don't fall in love easily. I have to endorse all the values of a film or play completely, or else I can't do it. I'm not just doing my part. I balance what I do as an actor with what the others are doing: the way we're playing or framing it at any one time."

Preparation is as important to him as product. Acting isn't just a way of life but a way of engaging with it. "I used to be shy. I'm still reserved," he says. "Researching gives me the only strength I find to talk to people — to discover other words outside me." Although it does pose a danger. "I have a tendency to be too much of a documentarist, to come with all the things I've found out."

He is aware that the intensity of his approach can alienate people. So he accepted a role as a murderer in *Miami Vice* "to take me as far away from the specialised stuff and the weird things I do". But his integrity became a liability. "I didn't want to use a gun," he explains. "The guys I've seen on the street — like the guys I knew in New York — they'd never go out with a gun: they'd take a spoon and put it in your eye. I quickly learnt that it wasn't the place to discuss that."

Nevertheless it gave his calling card to the American public. "Because of doing that sort of stuff, I can reach them to see other things. I don't want to scare them out. *Black Robe* is not going to be a film you can eat a lot of popcorns in. It's an adult film. You don't endorse all the attitudes of the central character. You have to decide. A lot of people won't want to see a Jesuit; they'd rather see a cowboy. But they were there."

Originally, when Bruce Beresford approached him for the part, he said no. "I didn't want to go through that tough life." And the privations on location exceeded his worst fears. But he soon discovered that Beresford was offering the collaboration he considers essential to his art. "I know I'm asking a lot. That's another reason I don't work as much as another actor."

As Father Laforgue, he combines his particular gifts for spiritual authority and human vulnerability. And it's greatly to the credit of his performance — and Brian Moore's script — that there is no attempt to downgrade the faith. Nor are the Indians portrayed as simple children of nature, but with considerable complexity — a fact not wasted on the bilingual Bluteau who found himself translating between English and French-speaking tribes on set.

Shooting confirmed his basic tenet: "Acting is like a passport. It's a way in to other worlds." And, as a citizen of a divided nation, he considers the meeting of cultures of special significance. Indeed, he sees exploration, rather than religion, as the central theme of the film. "In that period, if you wanted adventure, you either became a soldier or a priest."

In today's world conditions may be easier and the choices less stark than they were in the 17th century, but for an adventurer like Bluteau the thrill of discovery remains. "I have to take risks. I don't want to work with a net. I could fall flat on my face, but it's fine."

TOMORROW IN LIFE & TIMES

Richard Cork reappraises the paintings of Mark Gertler and **Benedict Nightingale** reviews the latest nostalgic musical revue to reach London, *The Cotton Club*

The Health page will appear tomorrow

Hundred days of solitude at war

Tom Pocock on a latter-day Nelson whose Falklands memoir turns his guns on the BBC

"In so many ways, when I look back at that campaign, I realize that, quite often, I am a stranger to myself. Was that really me making those decisions? I suppose the only factor that brings us together, me and my other self, is a shared conscience."

The campaign was in the South Atlantic and the introspective writer is a contemporary of the anguished Lieutenant David Tinker, who left his testament of doubt on paper when he was killed there. It is written by the officer whose orders resulted in his death and that of some 250 of his fellow-countrymen: the victorious Task Force Commander, who is now Admiral Sir John Woodward.

The recovery of the Falkland Islands in 1982 was controlled by the Cabinet and the Chief of the Defence Staff in London, and Admiral Fieldhouse, the Commander-in-Chief, from his bunker in the suburb of Northwood. But the man taking the life-and-death decisions in the South Atlantic was "Sandy" Woodward.

In her understandably laudatory foreword to his book about it, Mrs Thatcher writes that the French newspapers were calling him "Nelson". There is indeed a parallel but it has nothing to do with tactical initiative and dash. Not since Lord Nelson revealed his own doubts and fears in his private correspondence two centuries ago, has any senior naval commander described so frankly the loneliness of high command. This is a book that will fascinate all who wonder how they themselves would have faced such responsibility.

In *One Hundred Days*, Admiral Woodward belies his reputation as a hard man, the teak-faced admiral, who refused his fighter pilots more time to rest and who gave the media memorable tongue-lashings. He has written his account with the help of Patrick Robinson, hitherto a sports-writer, but whose efforts only occasionally show in an over-polished sentence; almost always it is the admiral's voice, his style merging with that of quotations from his diaries and letters home. He can still be recognised as a commander likely to criticise first and smile later, if at all, but also as a fallible human being.

The book is about the Falklands campaign but includes a single chapter devoted to Woodward's earlier career, showing that he was as much subject to the Navy's research and development as any weapons system. He had served mostly in submarines, which accustomed him to taking quick, drastic decisions, before becoming Director of Naval Plans at the MoD, which gave him an idea of the sort of decision she might eventually have to take but none at all about his future opponents. Nobody else in authority was prepared for the Argentinian invasion either.

Woodward is particularly scathing about the then defence secretary, John Nott, who, he says, "possessed the cold heart of a career banker" and did not understand matters maritime. So, when the invasion did take place, the two aircraft carriers and the amphibious assault ships, essential for any counter-attack, were about to be discarded. Even when the ships were steaming south, Admiral Fieldhouse, visiting Woodward at Ascension Island, told him that Mr Nott wanted to replace him as commander with a more senior officer "because when — not if — it all goes sour, he wants somebody important enough to sack!"

But Woodward remained in command for the critical 100 days, wondering what support he had, other than Mrs Thatcher and the admirals. He lists the other threats to the enterprise as the MoD ("far too risky"), the Army ("ill-advised" because of too few soldiers) and the RAF ("little role for themselves . . . no chance of a navy surviving in the face of an air force").

Only with this book does the undertaking seem so desperate. From the moment he begins the action with the code-word "Confisticate", his narrative is as compelling as if the outcome was still undecided.

Even a single Argentinian bomb or missile could have defeated the Task Force if it had crippled one of the carriers. Throughout the 8,000-mile voyage, Woodward was jotting down the risks and options and repeats them here. In the light of these the sinking of the cruiser *Belgrano* was not only prudent, but essential; any suggestions otherwise seem absurd. He admits that the *Sun*'s much-deplored headline "GOTCHA!" expressed the feelings of his men.

In his introspection, Woodward wondered how he could appear to accept tragic news with equanimity. When a score of SAS men drowned in a helicopter crash, he concluded: "No battle commander should allow himself to dwell upon such humanitarian matters or the entire job becomes impossible . . . to a large extent the mind does it for you, it builds some kind of a wall in self-protection. The process is automatic. Of course, it does not always work . . . "

Nor did all his high-technology weapons systems. He describes the fate of his exposed picket ships, which bore the brunt of air attack, with distress at having given the orders that put them there.

He himself had been fully trained in all aspects of modern war but one: public relations. Whitehall criticised his first press conference as over-confident; the second, held on their orders, as the opposite. He is still angered by one comment, that he was "out of his depth". In this field, he clearly was.

He savages the BBC for giving information to the enemy, allowing no excuse. When one ship is sunk, he writes: "I realised that their self-appointed task as 'Fearless Seekers After Truth' was, to them, sacrosanct. But their 'ratings' that week just may have been paid for with the blood of Captain Hart-Dyke's people." But his own frankness shows that he, too, is a seeker after truth.

One factor over which he had no control was the weather. He had been told on sailing south that the war must be won by mid-June when the South Atlantic winter would begin. As the deadline approached, his losses in ships had mounted and he confided in his diary: "Frankly if the Args could only breathe on us, we'd fall over!" The first blizzard howled out of the Antarctic six hours after the Argentinians surrendered.

Was it worthwhile? Before the fighting began, he wrote in his diary: "Of course, there's no way the Falklands are worth a war . . . equally there's no way you should let the Argentinians (or anyone else for that matter) get away with international robbery." When it was over, he had not revised his opinion.

ONE HUNDRED DAYS
by Admiral Sandy Woodward with Patrick Robinson
HarperCollins. £18

Admiral Woodward assuming command of his flagship *Hermes*

Fighter for a firmer faith

Desmond Albrow

GOD'S POLITICIAN
John Paul at the Vatican
by David Willey
Faber. £14.99

For much of this century it was a constant bleat of English liberal Catholics that the Italians had the papacy in their reactionary pockets. Unless a prelate was Italian, no matter how vast his holiness and pastoral and administrative talents, he was not considered *papabile*. Popes were to Italy what top-class chefs were to France.

During the radical reign of John XXIII the liberals could largely forget their grievance, but then along came the more conservative Paul VI and his encyclical, *Humanae Vitae*, upholding the ban on artificial birth-control and throwing not only the liberals but many conservatives into doubt and confusion.

In 1978, however, the liberal wish was fulfilled. *Habemus Papam*. A non-Italian once more sat on the throne of St Peter. But who on earth was this Karol Wojtyla, the first Slav Pope, who had taken the title of John Paul II? We soon found out, and the pontificate of this spiritual ruler with the tough but tender outlook has both delighted and dismayed the progressives.

He was to be no prisoner of the Vatican. He flew the papal flag abroad (50 visits during his first 13 years as Pope), kissed as many landing-strips and preached a message of Christian reconciliation yet stern morality.

He visited his native Poland and was not afraid of meddling politically with Solidarity and meeting Lech Walesa. He saw the Holy See resume relations with Russia in 1989. He believes in, and has campaigned for, human rights, especially but not only in eastern Europe. He was forthright in his opposition to the Gulf war. Although never remotely anti-Semitic — quite the contrary — he has given much support to the Palestinians. He is no political and cultural die-hard.

There remains, however, a more traditional side to the man. Karol Wojtyla is no push-over for the trendy left. The liberation theology of Latin America leaves him cold. Progressive theologians (the Küngs, Schillebeeckxs, Harings *et al*) have felt his displeasure and iron fist. So, too, of course, did the Tridentine extremist and schismatic, Archbishop Lefebvre.

This is not a Pope who is going to waver over Rome's old views on abortion and birth-control. He will have no truck with the idea of women priests or full democracy in the Church. Cafeteria Catholics — those who take only the bits of religion that they are prepared to follow — do not impress.

All this and much more is told in *God's Politician* by David Willey, who is Radio 4's Rome correspondent. Mr Willey is no great stylist, and never captures the spirit and character of the Pope, but he is a fair writer and reporter, giving praise and criticism where he considers it due. His account of the Vatican Bank and Vatican finances is devastating.

The author regards some of the successes of the Pope's reign to be his travels, the moral message that he delivered to the world while on them, his Polish ventures — which helped to change the face of Eastern Europe — and the resumption of relations between Russia and the Holy See. He wisely points out that the Russians were the first to sense the importance and the peril, to them, of a Polish pope, whose views were to become "the catalyst for a new vision of Europe".

And the debit side? There are numerous strictures, but the main ones are the Pope's dictatorial manner of dealing with theological innovation. Yet I feel that the author is stretching a point when he writes that "many members of the Catholic Church now regard the Wojtyla pontificate as a Bulldozer Papacy, in which all internal opposition has been systematically flattened".

The Curia, despite its internationalisation, is back to its old game of obstruction. Collegiality has ground to a halt. The Pope has chosen to ignore the "galloping" increase in world population. All is far from sweet-smelling in the Vatican garden.

Yet no matter what you make of this uneven book, a simple fact remains: the Pope is admired, even loved, by many Catholics and non-Catholics. He has a human quality and histrionic pastoral presence that so many popes have lacked, an outward goodness unsullied by sanctimoniousness. He is a warrior of the faith, so one can almost forgive him for eating the odd theological progressive for breakfast, a meal that he enjoys. That is the Pole in him. Or would you rather have a smoother Italian in command?

Desmond Albrow was editor of the Catholic Herald *from 1966 to 1971.*

Four pages of books in this week's Saturday Review

هكذا من الأصل

In search of a last romance

Eric Griffiths shows how, as Proust's wartime letters trace his research into time past, his novel's dogmatic structure was marked by death

Proust told a friend he wanted to keep the price of his book down so that it could reach "the sort of people who buy a badly printed volume before catching a train". Imagine, though, the disappointment of a commuter who hastily picked up *Swann's Way* under the misapprehension that it would be something like *Howard's Way*. The first instalment of *A la recherche* remains baffling until one has read much further, as Proust himself knew. He refers frequently to its construction as something that only gradually dawns on us, to the way characters appear at the start very different from what they turn out to be, even with names we cannot place till thousands of pages later. The book is, as he said, "no more than an interminable preparation" for what follows.

Maybe he hoped it would be snapped up at stations because of "the extreme licence and indecency of certain sections". His letters revert over and again to its freedom of tone about sadism and pederasty, sometimes in the manner of a schoolboy daring his teacher to notice and punish his cheek. In this respect too, the opening of the series tries a reader's patience, for it confines its spiciness to a few astounding pages of lesbian brutality which break like a summer downpour on the narrator's rambles through his childhood in Combray.

Proust's placing of that episode is a stroke of genius, and eventually demonstrates his claim that "my book is a dogmatic work with a structure". It is, in part, a treatise in epidemiology and our initial glimpse of Mile Vinteuil and her girlfriend matters because this is an isolated outbreak of a malady which sweeps through the succeeding novels. Proust's father was an epidemiologist; one of the ways *A la recherche* tries to show his dead parents that their son had not been a good-for-nothing is by conducting itself, as his letters claim, in a spirit of scientific research.

This third volume of the *Selected Letters* in English (it selects 259 from the more than 1300 he wrote between 1910 and 1917) is the most interesting so far because here the great novel comes to the fore, and the intricate drama of its composition is played out. Proust was torn in two directions. On the one hand, poor health made him want to publish quickly. This side of him has the poignancy and humour of an ageing man's search for a last romance; he hoped that, somewhere in his audience, chance would bring his words "to the awareness of the kindred spirit, forever unknown to us, who will be capable of responding to them". That is Kilmartin's version, but Proust wrote "coeur fraternel", and this was not a cliché, as "kindred spirit" is, in a letter where he also mentions that he has been too ill to see his brother for more than a year. (Nor is "responding to them" what Proust meant by "ressentir".)

On the other hand, the whole book was not ready for the press. Indeed, there is no such thing as the "whole" *A la recherche*: he never truly finished it. In his correspondence, he perpetually changed his mind about titles or where to sub-divide, and he revised tirelessly. Then war broke out. *Du côté du chez Swann* (1913) lives for ever on the other side of a great divide, in that idyll we think of as "before the war", both in the fictional reality it depicts and in the facts of its publication; the later novels were delayed by the hostilities: *A l'ombre des jeunes filles en fleurs*, supposed to follow within a year, came out in 1919.

He wrote to Lucien Daudet of how sickening it was to read newspapers where "everyone declares that the War has transformed people's minds, but declares it in a style which shows only too well that it has transformed nothing at all". Not quite "nothing at all", for the war transformed at least *A la recherche du temps perdu*, if only by bringing Proust so many more losses to recoup in his writing.

MARCEL PROUST: SELECTED LETTERS
Volume III 1910-1917
edited by Philip Kolb
translated by Terence Kilmartin
HarperCollins, £35

While Proust worked on his novel, Valéry wrote "La Jeune Parque". As he composed his monument to classical French eloquence while his country was under threat, the poet said that he felt like a monk on the verge of the Dark Ages, scribing away like mad to preserve all he could of a civilisation about to be engulfed by barbarism. To his credit, Proust did not go along with this Gallic fondness in 1914-1918 for pretending that the Germans were Visigoths, nor is preserving the past the aim of his researches into wasted time (which is one reason why *Remembrance of Things Past* is a bad translation of his title).

Yet the novel was his war-work, and these letters movingly record the tugs on him of the days he lived through, how the times plucked from him so many people he loved while he strove to pluck what he loved out of time. *A la recherche* is a wounded, not a perfect, book; indeed, it is war-wounded. That is only as it should be, given that its aim is, in the eucharistic terms Proust could never give up, "the transsubstantiation of the irrational qualities of matter and life into human words".

Not that he talked about himself as if he were Jesus. He rather tended to think of himself as an honest trader, a pre-war grocer — "I can't cut this book up any which way like a slab of butter" — or a butcher: "I can say" of *A la recherche* "like the butcher: I've put in the head and the innards, there's no short measure." Compared with Proust, it is true that many novels these days resemble the supermarket chickens which come with that irritating note on the packaging: "giblets removed for your convenience".

THE BRIDGEMAN ART LIBRARY

A portrait by Jacques-Emile Blanche (1861-1942), showing Proust as he was around 1910

Desert island despair

Anne McElvoy

INFANTA
by Bodo Kirchhoff
translated by John Brownjohn
HarperCollins, £14.99

Poor Bodo Kirchhoff. The darling of German literary critics, he has reached that awkward stage in a gifted writer's career where he is valued for his similarities to other modern masters without yet being granted membership of their number. One observer finds in his prose the intellectual density of Mann, a second notices the intersection of realism and exoticism of Garcia Márquez, and yet another remarks on his command of a historical canvas à la Patrick Süskind. It is not his fault that an unhealthy appetite for simile has run riot, prompting his British publishers to include comparisons with all three of the above on the fly-leaf of *Infanta*.

There is, however, a strong imitative element in the novel, a self-conscious appeal to the styles and forms of the 20th-century novel and its preoccupation with the rootless, loveless individual adrift amid political upheaval. One grows accustomed to the author's habit of conjuring up literary echoes as the background for his own excursion into the minds of his characters.

Infanta is a small, destitute island in the Pacific. It is catapulted from the torpor of heat and poverty into frantic activity when, to the dazed inhabitants' surprise, its customary rigged elections turn into a revolution. The witnesses are a group of elderly Jesuits, a beautiful maidservant and a world-weary, narcissistic German.

Kirchhoff expertly weaves the multiple threads of their experience, obsessions and fears into an absorbing narrative. His spare, controlled prose is well-rendered here. The jewels of his writing are unflashy but illuminating descriptions, such as that of the self-obsessed Kurt Lukas — "his native land was the mirror" — or evocations of natural features — the "merciless brilliance" of the stars.

The questions Kirchhoff poses are uncomfortable, the answers often bleak. Can an all-consuming love provide the north-south passage the lovers desire, or are the representatives of the two worlds condemned to hover as uncertain guests in each other's habitats?

The Jesuits believe that the answer is no and devote themselves to the life of the mind in a culture which is wholly physical. Like a crotchety Greek chorus, they comment disdainfully on the passion and disintegration around them, but are drawn into events as eavesdroppers, matchmakers and petty spies. The lure of apostasy interests Kirchhoff, and he draws a fine line beween the sacred and the profane, between acceptance and connivance.

He also indulges in scathing descriptions of the tastes and mannerisms of the TV crews, who descend like an unexpected plague to put Infanta on the world map when they take a fancy to the visual dividends its revolution offers. "The Americans concentrated on minor hostilities whereas the Germans favoured scenes of dire poverty." The islanders respond to the camera's expectations by looking poorer and more consistently miserable than usual.

The result is a novel of rare stature. Bodo Kirchhoff has proved himself original enough for his publishers to leave the comparisons off his flyleaf next time.

Sufi hash in Marrakesh

Nigella Lawson

HIDEOUS KINKY
by Esther Freud
Hamish Hamilton, £14.99

First novels are, by tradition, elementally autobiographical. The chafing sensitivity of the clever child, the honeyed Oxford career, the adolescent romance informed by a brooding sensibility and an acquaintance with the French existentialists: these are familiar landmarks signposting that interior excursion which so often marks the young writer's debut in fiction.

I am not sure we would so easily identify Esther Freud's first novel, *Hideous Kinky*, as autobiographical. We cannot help but know that it is, however, since the publicity has focused insistently on this fact. But the degree to which any novel is autobiographical is not necessarily significant — not, anyway, knowable.

Hideous Kinky might sound, rather unfortunately, as if it were a German expressionist novel in not altogether successful translation, but in fact it tells the story of a young English mother and her two children as they chase the hippy trail in Morocco. Even with our knowledge that this is indeed the story of Esther Freud's own childhood, *Hideous Kinky* never descends to the level of the memoir-travelogue, with its precious apercus and self-conscious scene-setting. So true, so convincing is the narrative voice, belonging to the younger of the two sisters, aged four, that one is plunged into the moment.

The moment is the early 1960s. Mum, still reeling from the rigidity of her own upbringing, wants her children to be free. She wants "adventures" and, as a fellow traveller they meet along the way says, "Forget London, man. Marrakesh is where it's at."

It is the sort of upbringing most children long for: no school and after a week the toothpaste runs out, so there's no brushing of teeth, either. Our narrator and her sister, Bea, older by a couple of years and the only responsible one among the three of them, have their hair henna'ed, nibble on Majoun ("hashish pounded into a sweet like fudge . . . the most delicious taste in the world."), and are sent out to beg when the money really runs out. But, in the way of these things, they long for order and for cornflakes, mashed potato, spaghetti hoops, Mars bars and, most of all, to be "normal".

Mum embarrasses them. When she decides to be a Sufi, which entails praying seven times a day and performing, before each act of prayer, a ritual washing of nose, ears and arms, the children grow alarmed. "'Oh Mum, please' . . . I was prepared to beg. 'Please don't be a Suff'." Mum tries to offer solace: "Children are always embarrassed by their mothers," she explains. "My mother used to put her lipstick on the top deck of the bus." Later: "I told Bea about Mum's mother putting lipstick on on the top of a bus, and she agreed with me that it didn't sound such a terrible thing to do. 'She didn't know how lucky she was,' she said."

The title comes from our narrator and her sister's favourite words, hideous and kinky, which together form a code between them, a mantra, invested with the peculiar magic and force only children give to words. It is Esther Freud's gift to be able to summon up childhood, its intensity and solemnity, its unfooled knowingness as well as its utter wildness. The relationship between the two sisters — our narrator, still with something of the warm, placid sensation-seeking impulses of a baby, and watchful, grown-up Bea, fearful and defensive beneath her lofty ways — is central to the book, structurally and emotionally.

Freud writes economically, unfussily and, although at times she can seem almost too enchanted with her subject, never sentimentally. There is a quiet strength to this novel, an assuredness. It is not the sort of first novel that stuns on impact, but it impresses, as indeed should the clear, calm sound of an original new voice.

Wexford's last case?

Sarah Johnson

KISSING THE GUNNER'S DAUGHTER
by Ruth Rendell
Hutchinson, £14.99

Thank heavens for Kingsmarkham. Given Ruth Rendell's observation of the way people have dressed, talked and furnished their houses in that bloodied but unbowed market town through nearly three decades, future historians have, in the form of 15 cracking good whodunits, a potted social history of post-war England that is accurate in all but the murder rate. It is a shame that the TV series updated the Wexford stories to a uniform present day setting, losing all that priceless period detail.

Kissing the Gunner's Daughter is up to scratch in fixing the present era in aspic. Before the second paragraph is done, we are reminded that what schoolboys once called a satchel, they now call a briefcase. An obnoxious young avant-garde novelist asks for "an unusual kind of Welsh mineral water which came in dark-blue bottles" in a provincial restaurant. Party-goers, cowed by years of drink-driving campaigns, try to look as though they are drinking apple juice and not whisky as soon as they know a policeman is in the room. Chief Inspector Wexford reflects on how most teenage girls' wardrobes nowadays are composed of mourning dress.

This is the Kingsmarkham that fans know and love. But it is plain that Mrs Rendell herself — now that Reg Wexford has got a grip on his weight problem and Inspector Burden has stopped brooding about his dead first wife — hankers for a more sophisticated crowd than the old town can offer.

Otherwise why should she face Reg Wexford with the murder of a grand old lady of letters and hedge him about with London literary types, glamorous Americans and other interlopers? Why so many millionaires down Kingsmarkham way? Where are the garage managers, sales reps and hoovering housewives whose dark passions fuelled earlier stories?

Mrs Rendell has let it be said that this may be the last Wexford novel. Wisely, she leaves plenty of room for manoeuvre: Reg lets fall no hints about retirement but continues to quote poetry, watch his diet and fret about his daughters. The plot has the Rendell hallmark: whereas second rate stories follow the format "It could have been done by A or B or C or D, and in the end we'll go for D", a Wexford novel says "It could *only* have been done by D, and everything pointed to D all along."

But the obligatory last-chapter psychological revelation, while neat, is humdrum by Rendell standards. A pity, too, for Reg's last case to rely so heavily on the classic country house set-up with its technically useful but implausible baggage of servants and dinner at eight.

A gloomy thought: could this be a secret message from Mrs Rendell in the form of a homage to the *ne plus ultra* of detective stories, E.C. Bentley's *Trent's Last Case*? That too is a country house murder which doubles back on itself in a way that cannot be described without spoiling both mysteries. But the best murders in Kingsmarkham strike people with neither servants nor two mile drives. Surely Wexford could stay to solve just one more?

Three more faces of Eve

Sabine Durrant

THE LLAMA PARLOUR
by Kathy Lette
Bloomsbury, £14.99

EVE'S TATOO
by Emily Prager
Chatto & Windus, £8.99

LOVE IN THE MODERN SENSE
by Carol Clewlow
Michael Joseph, £14.99

The path of self-discovery is, in women's fiction, a particularly well-trodden one, but this month it is mown down to within an inch of its life. Personal trauma, it seems, can strike at any age. These three novels span as many generations, but in each case the heroine finds the time for a mountainous range of neuroses: the depths of her conscience (*Eve's Tattoo*), the depth of her bank balance (*Love in the Modern Sense*), the depth of her cleavage (*The Llama Parlour*).

In all three, the characters' emotional journeys reach a crisis to coincide with high drama (a car accident, a flown-off roof, a collapsed building). Each goes through betrayal, death, mutilation, to reach a higher state of peace and understanding. And, yes, all three get their man.

Pat Kennedy, the narrator of *The Llama Parlour* is in her early twenties, and to begin with has little on her mind but her thin legs and unshaved armpits. She is an Australian actress on the loose in Los Angeles, throwing abuse at the "Ultimate Throwaway Society" in which she finds herself, falling in love, into trouble, and in and out of the tabloids. Then she moves in with Tash, pin-up girl turned prostitute, and after a series of alarmingly amoral adventures learns the importance of honest stealing and straight talking.

This lesson, though, seems to have been wasted on Kathy Lette. *The Llama Parlour* is a jolly enough read, but the wisecracking tone soon grates on the nerves. So virulent are the puns ("I'd seen better heads on a beer"), so unrelenting ("his eyes weren't just glassy, they were double-glazed"), that the plot itself seems to be engineered around them.

Why mention a device for achieving sexual relief on the highway, if not for the play on "sex drive"? Why introduce a character's obsession with excreta, if not to have her sliding off "her stool"? Such endlessly self-referential word games make for a tight, limited, linguistic world. Some of Tash's victims end up in bondage, but that is nothing to the handcuffs Lette slaps on her own prose.

Eve's Tattoo is far removed from West Coast frolics: a sober book, with a disquieting subtext. Eve, a New York writer, finds her 40th birthday a traumatic experience: "I couldn't think of a single place on the globe I wanted to travel to." She has her arm tattooed with the number of a death camp victim, also called Eve. An odd response, you might think, to holiday blues, but her professed intention is to remind her contemporaries of the Holocaust.

She does so by telling stories to the staff of a hospital, casting Eve in various roles: as a gynaecologist to a group of adulterous publishers, as a mother struggling to protect her child, as a nurse witnessing the first stages of the Nazi euthanasia programme.

It all makes for an oddly circular book, and Eve herself seems to become more evangelical and self-righteous as her tales spin on. The idea that Hitler's mass killings can be understood more clearly through the particular and the personal is dubious. There is an arrogance, too, in Prager's pursuit of the theory "that murder is outer-directed suicide". It is hard not to agree with the dissenters in the novel, that one has no business messing with the facts.

This last is the subject of *Love in the Modern Sense*. Carol Clewlow's double-edged novel about a reformed tabloid hack and a middle-aged feminist writer. Alice Potter is being hounded to lift the lid on her former marriage to a soap star, but refuses until accosted by the disillusioned Jim Crane.

Their subsequent encounters, involving ear-piercing clashes of ideology, widen their perspectives and soften their hearts. This is an over-written book, with a sense of big claims made for small subjects, but it has moments of deft irony and a streak of gentle passion.

هكذا من الأصل

THE TIMES APPOINTMENTS

TO PLACE YOUR ADVERTISEMENT
TELEPHONE: 071-481 4481 FAX: 071-782 7826

MONDAY
Education: University Appointments, Prep & Public School Appointments, Educational Courses, Scholarships and Fellowships with editorial.
La Crème de la Crème: Secretarial appointments.

TUESDAY
Legal Appointments: Solicitors, Commercial Lawyers, Legal Officers, Private and Public Practice with editorial.
Public Appointments.

WEDNESDAY
Creative & Media Appointments: with editorial.
La Crème de la Crème: Secretarial appointments.

THURSDAY
General Appointments: Management, Engineering, Science & Technology, with editorial.
Accountancy & Finance.
La Crème de la Crème: Secretarial appointments.

FRIDAY
International Appointments: Overseas Opportunities.

IT MANAGERS; FINANCIAL MARKETS; TO £65K + CAR

WE'VE SUCCEEDED IN TURNING YOUR HEAD ... ARE YOU CONFIDENT IN YOUR ABILITY TO TURN OURS?

Now that we've given a new slant to these crowded advertisement pages we feel compelled to tell *you*, an information technology specialist in the financial markets sector, how a move into our client's consultancy practice could augur well for your future.

There is probably nowhere better to achieve your goals than with this organisation, which is recognised as one of the world's pre-eminent Business and Technology Consultancy firms.

As an ambitious 26-32 year old with a good first degree and 5-7 years systems experience gained within the financial sector (or the financial practice of a Consultancy) you would be involved with the development and application of business and technological solutions to often complex problems.

Uninterrupted growth in their financial markets division has created manager level opportunities which are open to genuinely outstanding young professionals able to strongly contribute to the delivery of high quality solutions covering strategic planning, systems development and implementation, and organisational issues.

To succeed you will need to show us evidence of your impressive work record to date, in retail or investment banking, insurance, or asset finance. In support, we will also ask you to demonstrate your strong people management skills and your ability to work practically, yet creatively, within a team environment.

Working from a base in London or the North West you must be highly mobile, highly motivated and highly personable. Uncompromising levels of achievement across 'blue-chip' assignments will ensure Partnership opportunities.

The financial package includes a basic salary of up to £65,000 and a car.

There is also continuous investment in developing your personal, professional and business skills through 'in-house' training, tailored to the individual.

If you believe you meet our very specific requirements than rest assured you will shortly be turning *our* head in your direction!
Please write to us, as the company's selection advisors, with a full cv; John L. Thompson (Ref 1481)
TAL, Compton House, Selsdon Road, South Croydon, Surrey CR2 6PA
Fax: 081-680 9773.
Strict confidentiality will be maintained.

THOMPSON ASSOCIATES LIMITED

BUSINESS DEVELOPMENT MANAGER – TRADING

St. Johns Wood – N.W. London | Salary & Benefits negotiable

Longulf Trading (U.K.) Limited is an established and successful international trading company. A subsidiary of a large industrial group with diverse interests, substantial turnover and progressive financial backing. Procurement is our major activity primarily for group related FMCG manufacturing plants located in the Middle East.

We seek an experienced Business Development Manager to further expand our trading activities to third party customers. This is a new post reporting to the Director of Trading and will require the successful candidate to identify and profitably develop a customer base for a range of raw materials and commodities which we currently source, as well as developing other complimentary products. Working closely with the Procurement Manager at first, it is envisaged that this role will develop to form a separate division within the company.

Candidates must be ambitious, self motivated, quick thinking professionals who can withstand the pressures of a heavy workload and tight deadlines. Substantial travelling is envisaged.

Salary and benefits package is negotiable and will fully reflect our commitment to the success of this position.

Interested applicants should apply in writing with full C.V. indicating current salary to:

Mr. P. S. Pieri,

Longulf

LONGULF TRADING (U.K.) LIMITED
PRINCE ALBERT HOUSE,
2 KINGSMILL TERRACE,
LONDON NW8 6AA.

MANUFACTURING MANAGERS

c£35k + car & benefits
UK–wide

Our client, an international blue-chip chemical company, has embarked on a major programme of change aimed at increasing productivity and efficiency.

They now seek high calibre graduate engineers or chemists, with 5-10 years' experience in batch process manufacturing. These professionals will take management responsibility for the production, technical and engineering aspects of this vital programme.

Successful candidates will have come from a BS5750 environment and had practical exposure to modern manufacturing techniques including MRPII. Proven industrial relations and man-management skills are essential.

Please write, in confidence, with full cv and stating in your covering letter any companies to which your application may not be sent to: T G West (Ref 443), Associates in Advertising, 5 St John's Lane, London EC1M 4BH.

ASSOCIATES IN ADVERTISING

There's no business like your own business

Local Business Consultants

Selling proven business solutions –with the backing of IBM

At IBM, we don't merely aim to meet the IT needs of the small business. We help them achieve leadership by providing forward-thinking, innovative products and total guaranteed business solutions. Solutions that include hardware and software, implementation training and after-sales support.

We are identifying a team of dedicated, self-motivated Local Business Consultants to sell this total package. A team of high calibre sales professionals who understand the unique potential of operating their own franchised IBM business.

Our increasing focus on the small business market now creates openings in the following areas: Edinburgh, Glasgow, Newcastle, Manchester, Leeds, Birmingham, Nottingham, Basingstoke, Bristol, Belfast, Croydon, Welwyn Garden City and London (South and South West).

You will have the advantage of the IBM name behind you as well as our renowned customer care policy. You will also have full, ongoing support and an initial, intensive 6 week training programme.

But what you achieve will ultimately be down to you. If you want to set yourself apart from the competition – think IBM.

For more details and an application form, phone Chris Cameron on 0926 332525 between 8.30am and 5.30pm, from Sunday 26th to Friday 31st January 1992.

IBM

WRPO
MANAGEMENT CONSULTANCY

WRPO carries out a wide range of strategic and operational marketing, sales and organisational projects for national and multinational blue chip consumer brands manufacturing companies.

The Consultancy aims to provide its clients with realistic, practical solutions to business problems and so our Consulting Directors need to display an in-depth "real world" understanding of the commercial issues facing our clients.

To support the Consultancy's continuing growth we need to recruit two high calibre managers. Applicants need to be ambitious self-starters with a sound analytical approach to the consumer goods business. They should have had line management experience in either or both consumer marketing and multiple retail accounts sales management. Market research, retail multiple line management experience and fluency in a second European language would all be additional qualifications.

We are looking to appoint a Board Director and a Consulting Director. Candidates for the first position will already be occupying Marketing, Sales or Commercial Director positions in leading UK companies, whilst candidates for the second position will be in senior management positions, just below board level, in those functions.

We can offer you a stimulating, continually changing set of business challenges, the opportunity to work in a positive working environment where personal performance is clearly identifiable, and a highly attractive remuneration package in line with that performance.

Please write, in the first instance, enclosing a detailed cv, to Roger Owen (Managing Director) at Brigade House, 8 Parsons Green, London SW6 4TN. (071 371 9311)

BOARD DIRECTOR • CONSULTING DIRECTOR

Benefits feel less perky

Job packages should be examined for their quality in these straitened times, Derek Morgan says

Hard times have brought considerable belt-tightening by companies in the provision of employee benefits. Organisations are no longer up-rating or extending benefits through the workforce — rather they are emphasising to staff the value of the benefits they already receive.

Benefits can be worth up to 40 per cent on top of a senior manager's salary. Even for junior managers the range of perks — car, reduced mortgage interest, removal expenses, life assurance, private medical insurance, non-contributory pensions, season ticket loans — can make a sizeable difference to the package.

Tax and national insurance mean that, according to the pay and consultancy group, Reward, somebody on £20,000 a year would need a gross salary increase of £152 to obtain the equivalent of, say, a home telephone line rental worth £100.

Companies have been moving towards a single-status benefits policy but recession has checked the trend. Bill Couldrey, managing director of Reward, says: "In an ideal world it is what many companies are aiming for but in recession it is expensive."

The 1991 Reward survey, "Employee Benefits", concludes: "Although there is greater uniformity in provision of benefits to the various categories of employee, there are still noticeable differences, particularly with regard to sick pay, health care and permanent health insurance. Harmonisation has a long way to go."

Cable & Wireless (C&W), the telecommunications company, operates a single-status benefits policy. Steve Robinson, group manager employee relations, dislikes the term "perk". "These days it seems to imply privilege or suggests something that might not be justified," he says.

The C&W remuneration package is made up of salary and benefits. Private medical insurance is available to all employees. Pension, accident and life insurance (as part of the pension scheme), and sickness absence payments are payable on the same basis, regardless of level in the organisation.

All C&W employees get 25 days' holiday (30 days after ten years of employment), subsidised meals and a Mercury telephone after six months with the firm. Everyone is eligible to participate in the share ownership scheme.

Mr Robinson believes the benefits package offered reflects a company's employment philosphy. He says: "If the employment relationship is truly only an exchange of labour and money, then the focus is too narrow and ignores all the elements of job satisfaction."

The exception to the equal benefits policy is the company car. Mr Robinson explains: "If you are a manager you get a car. This is strongly influenced by the employment market, and if comparable employers offer cars on the basis of status, we have to as well. Even so, the company has been looking at cash payments as an alternative."

The death of the company car after last year's Budget changes has been exaggerated, but a shadow looms. Mr Couldrey says: "The company car is now becoming a marginal benefit to 'perk' users." Four out of five senior managers still get cars but companies are increasingly looking at cash equivalents.

Cutbacks include offering cheaper models and extending the time managers keep the car.

Benefit trends for the 1990s are likely to include the following:

- More use of the American "cafeteria" system whereby staff can pick and mix from a package. The Noble Lowndes consultancy sees increasing moves towards Flex — flexible compensation which allows an individual to take, say, a smaller car than he or she is entitled to and to use the cost-saving to beef up medical care for a spouse. Participating in the decision-making about their benefits will make staff more aware of their value.
- Share options are likely to become more popular — over one-third of big public companies now provide SAYE share plans at all levels of management. Options are relatively tax-efficient and Peter Brown of the Top Pay Research Group says that in a stagnant perks scene "the only sign of action is in share options. ESOP's (employee share ownership plans) are likely to be one of the fastest-growing staff performance reward schemes."
- "Caring" benefits — childcare and extending benefits to family — have been hit by recession but will surge again when economic confidence returns. Over 50 organisations now offer childcare vouchers under the new scheme run by the Luncheon Vouchers company.

Multinational companies are working to ease the transferability of benefits across national frontiers. C&W, for example, is now looking at more flexible pension arrangements to encourage truly international management. This is crystal-ball gazing, but how should today's job seeker evaluate the benefits element in the pay package?

Although many staff undervalue their non-pay benefits, Michael Pearce, director of Noble Lowndes Compensation, says: "More and more employees are becoming aware that basic pay is not the only item to negotiate in their compensation package."

Mr Robinson at C&W advises job-seekers to "think about what the benefits on offer say about an organisation rather than trying to work out their cash value. This may help you decide if it is an organisation you wish to work for."

Mr Couldrey agrees: "The additional benefits in the package should not be a deciding factor in a job move."

He advises job applicants to look at the prospects for the job and for the company: "In the current climate you need to look at security and think about paying the mortgage."

● Details: Noble Lowndes Management Compensation, PO Box 144, Norfolk House, Wellesley Road, Croydon CR9 3EB (081-686 2466); Reward Group, Reward House, Diamond Way, Stone Business Park, Stone, Staffordshire, ST15 0SD (0785 813566); Top Pay Research Group, Upper Ground Floor, 9, Savoy Street, London WC2R 0BA (071-836 5831)

LIFE AFTER REDUNDANCY

Castaways on a foreign shore

There is nothing simple about redundancy, but imagine the complexity of losing your job while working overseas. Schooling and accommodation, often paid for entirely by an employer, become critical considerations. Before "what to do next?" comes the even more crucial question, "where to go next?"

"This is always difficult," says John Stork, the chairman of headhunters, Korn Ferry. "Many people desperately want to stay where they are but in general my advice would be to go home to where you have your biggest contact base and then treat the whole exercise as a straightforward search."

Derek Edwards, managing director of outplacement consultants, Sanders & Sidney, is less pessimistic. "Quite a number of British executives are wanting to stay in the United States and Canada, and over there they do want people who understand the markets and people on their side."

Alan Bridges is an example of one who was not so lucky. He was working in Calgary for an independent oil company. An outside shareholder opposed to the international operation in which he was working doubled its holding. Then Mr Bridges' boss was seen emerging from the boardroom red in the face and "mad as hell". Mr Bridges says: "You could see the writing on the wall."

In spite of this, Mr Bridges was lulled into a false sense of security. He liked Calgary, he had a girlfriend there, and in any case he was expecting a large severance payment. Rashly, he declined offers of a job in Houston. The inevitable happened. Mr Bridges was read his severance contract and asked to leave forthwith.

"I phoned Houston, London, Jakarta, Bangkok and Singapore. It became obvious that the oil business was still buoyant in London, and that in south-east Asia it was doing OK." He began sending his curriculum vitae to employers in the UK and made more phone calls to old contacts. He got two interviews set up in London, saved up his airline mile age points and flew over to stay with his mother.

> 'I don't like London. After life in the prairies, I like big open spaces'

Wright Associates, the outplacement consultancy advising him, transferred his contract to their London office.

The day he left Canada, Mr Bridges put his house up for sale, and a month later he got a firm offer for it. "I had to tell the estate agent to keep the offer on the back burner. I knew I was a strong candidate for a particular job. I'd seen the job specification and I knew I was just the sort of person they were looking for. Thankfully, three weeks later it was confirmed that my application had been successful."

Although employed, Mr Bridges is not really happy. "I don't like London at all," he complains. "After life in the prairies, I like big open spaces." And then, of course, his girlfriend is still in Calgary. She has a well developed career, which would be difficult to relocate.

In contrast, John Vinner did not have to deal with the girlfriend problem when he was made redundant in Hong Kong. He already had a wife and two children. He had one child already at boarding school, and a second, aged seven, due to follow in several months' time, so schooling at least was not a significant factor in the decision to stay or go. However, housing did.

"Originally I was offered six weeks' rent," said an appalled Mr Vinner. In the end, after some tough negotiating, Mr Vinner got eight months. "I told them to go out and think about it. You can't just dump a senior executive with eight years' service, 7,000 miles away from home."

Mr Vinner's accommodation was costing nearly £5,000 a month. If the company had not revised its initial offer, Mr Vinner would have had to go back to the UK (he now considers himself more at home in Hong Kong), and he would never have got his present job, a substantial promotion.

For both Mr Bridges and Mr Vinner it was a case of keeping their nerve. Mr Vinner says: "Stay calm, and constantly question every decision you make. Is it a nice thing to do? Is it the right thing to do? Believe in yourself, and just carry on."

CLARE HOGG

THE FINANCIAL TRAINING COMPANY

MANAGING DIRECTOR

PROFESSIONAL TRAINING

THE COMPANY

The **Financial Training Company** provides training programmes *for a comprehensive range of professional qualifications*, for example those awarded by The Institute of Chartered Accountants *in England and Wales*, *The Chartered Association of Certified* Accountants, The Chartered Institute of Management Accountants, *The Association of Accounts Technicians*, *The Institute of Taxation*, The Securities and Futures Authority, The Stock Exchange and The Society of Investment Analysts. *It also provides management* training and technical update programmes through a wide range of courses and conferences. It has an *established reputation as* leader in its specialist professional training markets and is determined to widen its field of activities. *Annual turnover is now in* excess of £20m with a team of some 300 people.

THE GROUP

The Company is a key U.K. member of **Wolters Kluwer n.v.** a £700m education and information services group whose interests *extend throughout Europe and the U.S.A.*

THE POSITION

The significant growth of the Company's activities has led to restructuring of operations into distinct profit centres each having a main Board Director and supported by a small central staff team. The appointment of the present Managing Director to the position of Company Chairman has now created this excellent opportunity for a new Managing Director to implement ambitious plans for the successful development of the business.

Reporting to the Managing Director of Wolters Kluwer (U.K.) the person appointed will hold full accountability for the achievement of both the short and long term goals envisaged.

With a clear understanding of effective management styles within an operating company of a major international group it is likely that the job holder will have:

- a degree with a further qualification either academic e.g. MBA or professional e.g. chartered accountancy;
- responsibility at board or partner level in a professional training group or other service based organisation;
- the ability to bring clear strategic focus to the business;
- strong motivational skills which will achieve exceptional performance from his/her team.

The excellent benefits package offered includes a performance related bonus scheme, non-contributory pension scheme, BUPA and company car. *It is unlikely that the successful candidate will* currently be earning less than £55,000.

Applications giving full details of qualifications and career history should be sent to:

Peter Jones, Wolters Kluwer (U.K.) plc, Avenue House, 131-133 Holland Park Avenue, London W11 4UT.

A MEMBER OF

The Abbeyfield Development Trust
Director (Chief Executive)

Challenging and rewarding opportunity to set up and manage a major new national fundraising and marketing organisation to support and expand the excellent work of the Abbeyfield Society. Top calibre Trustees committed to the Trust's objectives.

ABBEYFIELD
- Founded in 1956. Provides supportive residential accommodation enabling the elderly to live together in a family atmosphere in their own community.
- Under the guidelines set down by the National Society, 600 autonomous local societies provide for some 8,300 residents in over 1,000 houses.
- The Trust will raise funds to finance capital projects and support residential costs and will heighten the profile of Abbeyfield.

THE POSITION
- Reporting to the Chairman of the Trustees. Responsible for developing and managing an organisation and strategy to meet the Trust's aims.
- Support the Chairman and Board through the private appeal phase: launch and sustain diversified public campaign to meet demanding targets.
- Liaison with the Charity on utilisation of funds, public affairs and local fundraising activities.

QUALIFICATIONS
- Track record in marketing and/or fundraising at senior level in major blue-chip organisation.
- Experienced manager, confident personality with strong inter-personal and communication skills.
- Self starter with drive and flair. Commitment to channelling energies into the charity sector.

Please write, enclosing full cv, Ref SL0320
7 Shaftesbury Court, Chalvey Park, Slough, SL1 2ER

N·B SELECTION LTD
SLOUGH • 0753 819227
BIRMINGHAM • 021 233 4656 • LONDON • 071 493 6392 • BRISTOL • 0272 291142
MANCHESTER • 0625 539953 • GLASGOW • 041 204 4334 • ABERDEEN • 0224 638080

Head of Public Affairs
Upstream Oil & Gas

c.£50,000 — London

Key role to develop public affairs function for this well established operating company as it continues through a period of growth.

THE COMPANY
- UK subsidiary of a leading international exploration and production company.
- Impressive track record in the UK sector; extensive involvement in offshore development projects.
- Growing international brief.

THE POSITION
- Newly created position to develop and implement strategy for public affairs.
- Emphasis on external communications with Government and regulatory bodies.
- Responsible for media relations.
- Handle sensitive environmental issues.

QUALIFICATIONS
- Age mid 30's to early 40's, graduate calibre, ideally with commercial background in upstream oil industry.
- Impressive track record heading up corporate affairs in blue chip business; experienced in dealing with Government agencies.
- Outstanding communicator with good presence, maturity and initiative.

Please reply in writing, enclosing full cv, Reference L0422
54 Jermyn Street, London, SW1Y 6LX

N·B SELECTION LTD
LONDON • 071 493 6392
SLOUGH • 0753 819227 • BIRMINGHAM • 021 233 4656 • MANCHESTER • 0625 539953
BRISTOL • 0272 291142 • GLASGOW • 041 204 4334 • ABERDEEN • 0224 638080

Regional Personnel Management
Major UK Plc

To £32,000 + Car — Home Counties, North & Scotland

Exceptional and new key managerial opportunities for committed and ambitious fast track HR professionals to drive the development of excellence in managerial resourcing and development.

THE COMPANY
- Major retail subsidiary of blue chip plc. Profitable with strong market share growth.
- Strategically driven with assertive growth plan supported by young, dynamic board.
- Well respected HR function committed to even *further improving the performance* and effectiveness of management to maintain the impetus of change.

THE POSITION
- Budget responsible for identifying, planning and *implementing divisional management training* programme. Report to Senior Manager.
- Develop strong relationships with senior line management. Make major contribution to HR development for division and Group.
- Drive divisional succession planning and management recruitment programme.

QUALIFICATIONS
- Graduates, aged 25-35, with relevant HR experience gained in a fast moving environment. Line managerial experience advantageous.
- Enthusiastic and commercial results-orientated managers.
- First class communication skills. Credible and *capable of innovative thinking.*

Please reply in writing, enclosing full cv.
Reference 1K4469
54 Jermyn Street, London, SW1Y 6LX

N·B SELECTION LTD
LONDON • 071 493 6392
SLOUGH • 0753 819227 • BIRMINGHAM • 021 233 4656 • MANCHESTER • 0625 539953
BRISTOL • 0272 291142 • GLASGOW • 041 204 4334 • ABERDEEN • 0224 638080

Sales Manager
Retail

c. £40,000 + Significant Incentives — Location flexible

New high profile role working closely with the Board of this highly respected and long established specialist niche retailer. Successful and growing business.

THE COMPANY
- Multiple outlet consumer products business. Superb record of profit and market share growth.
- Marketing led company with considerable spend on media advertising and promotional campaigns.
- Talented and dedicated team of Directors with creative and forward-thinking management philosophy.

THE POSITION
- Develop and implement marketing strategies to grow market share. Sell ideas to Store Managers.
- Key remit to establish controls and initiatives to attain aggressive sales and profit targets. Introduce "achieving" culture in stores.
- Examine other distribution channels, possibly telesales, catalogue or other media linked routes.

QUALIFICATIONS
- *Proven sales and marketing management* experience in leading blue chip company. Age 30-40.
- Inspiring leader and manager. Profit orientated with outstanding negotiating and interpersonal skills.
- Strategic planner able to conceptualise. Tough and resilient lateral thinker.

Please write, enclosing full cv, Ref GL0424
NBS, Bennetts Court, 6 Bennetts Hill, Birmingham, B2 5ST

N·B SELECTION LTD
GLASGOW • 041 204 4334
LONDON • 071 493 6392 • SLOUGH • 0753 819227 • BIRMINGHAM • 021 233 4656
MANCHESTER • 0625 539953 • BRISTOL • 0272 291142 • ABERDEEN • 0224 638080

North Sea Oil & Gas Projects
Business Development Manager

From £30,000 + Enhancements — Thames Valley

New position created from strength for ambitious multi-disciplined engineer to develop business opportunities for this high technology company.

THE COMPANY
- Leading UK Production Technology Group. Provides consultancy service to upstream sector. Part of £450m organisation.
- International reputation for engineering innovative solutions to E&P problems.
- Significant strength in quality staff, advanced software capability, continuing investment in R&D and product development.

THE POSITION
- *Responsible for obtaining front end and specialist* engineering studies for field development *projects from oil and gas companies.*
- Develop R&D and consultancy opportunities in oil and *gas production technology.*
- Maintain close links with senior oil company executives. Ensure client requirements are fully met.
- Develop forward business strategies.

QUALIFICATIONS
- Aged 30-37 with engineering degree. Minimum *five years experience in offshore oil and gas* development projects.
- *Strong background in topsides and/or subsea* production systems. Must have worked on front end feasibility/conceptual studies with operating oil company, specialist consultancy or major contractor.
- *Commercially aware, highly motivated* and resourceful. Ability to operate at highest level.

Please write, enclosing full cv, Ref L0423
54 Jermyn Street, London, SW1Y 6LX

N·B SELECTION LTD
LONDON • 071 493 6392
SLOUGH • 0753 819227 • BIRMINGHAM • 021 233 4656 • MANCHESTER • 0625 539953
BRISTOL • 0272 291142 • GLASGOW • 041 204 4334 • ABERDEEN • 0224 638080

Market Manager
Consumer Electronics

c.£30,000 + Bonus + Car — South East

A leading supplier of electronics technology has major growth plans in the UK market place. This is a highly accountable and challenging opportunity for an experienced marketing professional.

THE COMPANY
- Leading edge of technological development. Substantial multi-million pound organisation.
- Major presence in the U.K. market.
- High profile brand, fast changing environment.

THE POSITION
- Research market place, create new market propositions.
- Manage products through to launch.
- Champion products post launch. Ensure revenue and profit performance.

QUALIFICATIONS
- Classically trained marketing executive. Aged 25-35. Business degree. Marketing or management qualification an advantage.
- Proven strategic and operational consumer marketing experience, ideally in brown goods.
- Creative, analytical, commercially astute. Well developed interpersonal and communication skills.

Please reply in writing, enclosing full cv, Reference SL0425
7 Shaftesbury Court, Chalvey Park, Slough, SL1 2ER

N·B SELECTION LTD
SLOUGH • 0753 819227
LONDON • 071 493 6392 • BIRMINGHAM • 021 233 4656 • BRISTOL • 0272 291142
MANCHESTER • 0625 539953 • GLASGOW • 041 204 4334 • ABERDEEN • 0224 638080

هكذا من الأصل

DIRECTOR GENERAL

INSTITUTE OF PERSONNEL MANAGEMENT

The Institute wishes to appoint a Director General to take office as soon as possible at its Headquarters in Wimbledon.

The Institute is the professional body providing services and support to nearly 50,000 members in the UK and the Republic of Ireland. It is dedicated to the advancement of good personnel management practices. Its activities include policy development on the personnel issues of the day; a national education and examination programme for entry into membership; the provision of training courses and conferences; an information service; research and publishing of management books and Personnel Management and PM Plus.

As the Chief Executive, the Director General will:

* Enable the President and Council to set a clear direction for the Institute in the UK, Ireland and internationally, by providing a coherent set of policies, plans and programmes.
* Raise the public profile and influence of the Institute and thereby the profession on employers, governments and interest groups.
* Maintain an organisation (structure, people, process) capable of sustaining the performance which the Council and profession require of it.
* Achieve the annual operational and financial plan for the Institute.

The successful candidate will be required to drive through the strategy which the Institute has developed for the role of the personnel function, in meeting the competitive challenges for employers in the future.

Candidates will be able to manage successfully a discrete operation, with board level accountability and they should have a proven record of leading a team of senior managers and the exercise of firm financial control. The Director General will be required to establish and develop relationships with governments and other professional bodies and to represent the Institute publicly.

Salary and conditions will reflect the seniority of this post. The package will include a car and relocation assistance, where appropriate.

Please write in confidence, quoting reference IPM/ST to:

Roger Farrance, President, Institute of Personnel Management, c/o Electricity Association, 30 Millbank, London SW1P 4RD.

Closing date for applications will be 14th February 1992.

ipm

INSTITUTE OF PERSONNEL MANAGEMENT

PROMOTING EQUAL OPPORTUNITIES

NatWest Life Assurance

A new venture - A new HR division

Bristol

When you combine the undoubted expertise of two of the UK's major financial names – National Westminster Bank and Clerical Medical Investment Group – then you create a force to be reckoned with. This force has been galvanised into creating a new life assurance company which will be amongst the UK's top ten life companies in new business terms when it is launched in January 1993. In short, it is probably one of the most exciting developments in the industry for some time.

The HR division will have a decentralised structure with a key central Department providing strategic direction, specialist advice and information services. The need is for HR professionals with the intellect, vision and vigour to help shape this new company. Candidates from financial services organisations, ideally insurance, and with experience of working within a decentralised HR structure, will be of particular interest.

Manager, Resourcing and Development — c£40,000 + car

This Manager will have the pivotal responsibility for the development and implementation of the company's recruitment and management development policies and practices. Aged early/mid 30's, candidates must have managed a sophisticated resourcing and development unit and be used to operating at a strategic level.

Ref: A4390

Resourcing Manager — c£25,000 + car

This job holder has the key role of developing, recommending and then implementing, recruitment policies and practices in terms of sourcing, specification and assessment to meet the needs of the business. The need is for an HR professional, probably aged late 20's with significant recruitment exposure.

Ref: A4400

HR Systems Co-ordinator — c£25,000 + car

He or she will appraise needs and then recommend, implement and develop the Company's HR payroll and records system to provide effective, timely and accurate data. Applicants must possess experience of implementing and maintaining a major HR system and demonstrate involvement with the production of HR information and budgets.

Ref: A4410

For further information, contact **Philip Johnson** on 071-287 7007. To apply send him a copy of your CV, quoting the appropriate reference, to **Codd Johnson Harris, Human Resource Consultants, 12 New Burlington Street, London W1X 1FF.**

CJH Codd · Johnson · Harris

---

c£45,000 + benefits — *Luxury Branded Goods* — *London*

Managing Director

Unique handcrafted leather manufacturer supplying superb quality merchandise to exclusive retail outlets seeks to expand following its acquisition by a prestigious international group. A polished and mature all-rounder with vision and strong practical commercial sense is now sought to lead this expansion in the UK and internationally.

THE ROLE

- Develop a balanced sales and marketing strategy to widen the customer base, targeting undoubted opportunities in the capital cities around the world. Establishing close client and distributor relationships in key markets.
- Enhance management reporting and financial control systems. Tighten working capital management and upgrade production control systems.
- Heighten the corporate and brand profile achieving due recognition in appropriate circles for a premier product range.

THE QUALIFICATIONS

- Mid-30s+, graduate calibre, with first class experience selling and marketing luxury branded goods in the international market place to exclusive stores.
- Ideally run a profit centre and guided it through a period of steady and profitable growth. Financially numerate and familiar with manufacturing principles and controls.
- Mature and level-headed with determination to handle business development and sales personally. Personable and a team player with a deep seated commitment to quality.

London 071-973 0889
Manchester 061-941 3818

Selector Europe
A Spencer Stuart Company

Please reply, enclosing full details to: Selector Europe, Ref S248012L, 16 Connaught Place, London, W2 2ED 071-973 0889

ANALYST PROGRAMMERS ◻ SYSTEMS ANALYSTS ◻
◻ BUSINESS ANALYSTS ◻ PROJECT LEADERS ◻

What's occurring in the Life Assurance industry...?

£20K to £35K + Excellent benefits · BRISTOL

Something big is occurring. Something very big. The industry is bracing itself for the entry of a major new player.

£150 million worth of investment by one of the world's biggest banks and one of the UK's most successful Life Assurance companies. When the new company starts underwriting business this time next year, it will immediately be amongst the 'Top Ten' in its sector – by virtue of the bank's customer base, its partner's unique expertise, the quality of the products and the excellence of the systems driving the business.

These are being built around a UNISYS/LINC core combined with IBM mainframe and distributed intelligent workstations. The challenges in terms of analysis, systems development, project management and technical support are going to be met by highly talented teams of committed professionals. The teams which we're starting to put in place now.

More details about specific vacancies and specialist skills will unfold within these pages in the weeks ahead. But this is an opportunity to get your foot in the door now.

Would your expertise fall within one or more of the following broad categories?

- Technical or management skills in a UNISYS/LINC development or support environment.
- IT management in Life Assurance or other large financial services organisations.
- Business/systems analysis in a financial services IT environment - again ideally Life Assurance.
- PC development, particularly office automation, document image processing and windows.
- Financial accounting packages - especially OLAS.

If so, you could be on the threshold of a richly rewarding move. The company will be based in Bristol in a superbly designed, brand-new Quayside office complex. The training and flexible structure will provide exceptional scope and options for personal career development. And the packages on offer are excellent:

Salaries £20K to £35K, with cars and private health care at senior level
Performance related bonus
Profit share
Mortgage subsidy
Non-contributory pension
Relocation assistance where appropriate.

If you want to put yourself amongst the front-runners, call our consultant, Louise Smith on 071-253 7172 during office hours or on 0836 219419 evenings and weekends. Alternatively, send your cv, quoting ref: 441, to her at JM Management Services Limited, Chandos House, 12–14 Berry Street, London EC1V 0AQ. Fax: 071–253 0420.

JM 1982 1992

AUDITING INFORMATION SYSTEMS WORLDWIDE

STRATEGICALLY IMPORTANT ROLE WITH INTERNATIONAL TRAVEL

London-based
c. £45,000 + car + benefits

Inchcape Plc, the international marketing and services group whose turnover exceeds £4 billion, has wide-ranging business activities which include the marketing and distribution of motors, consumer and industrial products, insurance broking, inspection and testing services, shipping services, and a worldwide buying-office network.

Working closely with the Director, Group Information Systems on the future direction of systems audit within the group, you will play a vital role in improving this expanding, diverse group's business performance.

Liaising with Business Streams' staff and internal and external auditors, you will implement reviews and audits of all worldwide projects and major systems developments, with particular emphasis on cost-benefit and risk analyses, and be part of any acquisition team as required. Appraising new plans, reviewing operational effectiveness and efficiency, and assessing completed projects will be crucial tasks.

Mature and independent, your 10 years' in-depth systems experience should include financial systems development and systems/financial auditing in an international group. With your strong analytical ability, experience of assessing costs and benefits of planned and completed projects, and familiarity with risk management techniques and applications, you have the ability to overview numerous projects simultaneously. Drive, creativity, well-developed interpersonal skills and a willingness to travel are essential.

To apply, please send a brief cv, in confidence, to Stephanie Twigg, **Ref: 5617/CST/ST.**
PA Consulting Group, 123 Buckingham Palace Road, London SW1W 9SR.

Inchcape

PA Consulting Group
Creating Business Advantage
Executive Recruitment · Human Resource Consultancy · Advertising and Communications

SALES DIRECTOR

Substantial Remuneration Package inc. Car
Hertford, Herts

EXPERIENCED SALES STRATEGISTS

Hutchison Telecommunications (UK) Limited is the country's largest cellular 'phone company and our paging, radio and data systems have fast established themselves at the forefront of the market. Since our beginnings in 1989 we've been building a reputation as the industry pioneers, not least with the UK's first National Telepoint Service, to be launched this year by Hutchison Personal Communications in Hertford.

We now have an excellent opportunity for an experienced sales strategist to manage and direct the Company's sales organisation, such that our sales targets are met both on time and within budget.

An important member of the management team, you will be totally responsible for the production and implementation of your own strategic and tactical sales plans as well as being actively involved in the Company's overall management with an emphasis on establishing and maintaining industry contacts.

Suitable applicants must be able to demonstrate proven sales management experience including a minimum of 3 years' at senior/board level. Knowledge of the consumer market place is essential with a preferred emphasis toward consumer electronics.

In return we can offer an excellent salary, 23 days' holiday, company pension, bonus scheme and private healthcare. If you fully meet the above criteria and would like to apply, please send a comprehensive CV to The Personnel Department, Hutchison Telecommunications (UK) Limited, The Chase, John Tate Road, Foxholes Business Park, Hertford, Herts SG13 7NN.

Closing date for applications 10th February 1992.

NO AGENCIES PLEASE

Hutchison Telecom

International Systems Professionals

Develop a major integrated European system

Projects like these are few and far between. But then so are organisations like this international logistics business. A clear leader in a fast developing European market, they are part of a major PLC which has enjoyed exceptional profit growth each year for the last five years.

This growth - both recent and potential - has created the need for an ambitious, innovative system to network 66 locations throughout the UK, Scandinavia, Germany, France and Benelux. Supported by a $multi-million investment, it will capitalise on the very latest open systems and client-server technology. Moreover, it is still in its earliest stages.

That's why they're now looking for the senior staff who will put together the full team. Professionals who have the experience, business acumen and vision to develop the technology, specify the software and design the solutions that will boost performance.

To be effective, you'll need to have already worked in an international environment either in consultancy or for a major blue-chip organisation, and be prepared to travel. More importantly, you'll be a committed, imaginative, commercial 'hands on' manager - and as determined as our client is to create the ultimate systems environment.

You'll do so in one of the following West of London based roles.

Business Systems Development Manager — to £60,000

Reporting to the IT Director, you will act as Project Director and take full responsibility for delivery. With at least five years' large systems project management or consulting experience, you'll have an independent-minded and analytical approach, and strong commercial instincts. Familiarity with structured methodologies is essential. You should also have business standard French &/or German. Ref: SR/1

Technical Systems Manager — to £60,000

You will be responsible for technical development and systems support across Europe - applications, networking and operations, and report to the IT Director. It is expected that you will have significant influence on the shape of the development. With extensive experience in the client server environment which includes UNIX,RDBMS,LANS etc, you must have a 'hands on' management approach. Ref: SR/2

Quality Methods & Data Manager — to £50,000

Reporting to the IT Director, you'll have already held state-of-the-art Q.A. jobs in a major PLC. This will enable you to establish methodologies and standards and ensure total adherence to them, as well as developing the Company's data model. Ref: SR/3

Business System Project Managers — to £40,000

There are two separate positions. One focused on operations, maintenance and purchasing, the other on sales & marketing, contract management and order processing. For either post, you'll need to have spent at least three years successfully implementing systems in an international environment. Ideally you will also have a second language. Ref: SR/4

Whatever position you're equipped to fill, you'll find it's not just the work itself which is rewarding. The salary packages are highly attractive and you can also look forward to exceptional career prospects and generous benefits.

Start the development process by writing, with a full cv, to Sean Redmond, IT Division, MSL Group Limited, 32 Aybrook Street, London W1M 3JL.

MSL International
CONSULTANTS IN SEARCH AND SELECTION

B A R C L A Y S · L I F E

BARCLAYS LIFE HAS MORE TOP JOBS THAN THERE ARE ON THE REST OF THIS PAGE.

Right now, we need a lot more people to market *pensions, savings and investment* plans at Barclays Life. Could you be a candidate for one of these top jobs?

Rest assured, there'll be *comprehensive training*. In a relatively short time you will become familiar with the fundamentals of selling, interview techniques and *communication skills*. You will learn all about pensions, life assurance, investments, unit trusts and the wide range of products that are available from Barclays Life.

On *joining*, you will be attached to one of our branches and have access to a large customer base and the backing of the Barclays name. Nevertheless you will also be fully prepared to develop your own contacts independently.

Further support comes from our Marketing Department which *constantly runs* advertising campaigns to promote the products you will be selling.

Naturally, you will be expected to maintain our high standards of *customer care, professionalism* and ethical conduct.

So if you think you've got what it takes, can drive and have the use of a car, call us on *0800 585 388, and quote reference* number T12C501. We'll then arrange for you to attend a seminar.

Barclays Life is an equal opportunities employer.

BARCLAYS
YOU'RE BETTER OFF WORKING AT BARCLAYS LIFE

CHIEF EXECUTIVE

PESTICIDES SAFETY DIRECTORATE

TO £45,000 + BENEFITS Central London, Relocating to York 1994

The Organisation

A new Executive Agency - the Pesticides Safety Directorate - is planned to be set up under the Next Steps initiative on 1 April 1993. The Directorate will have primary responsibility for implementing the comprehensive legislation that governs the safety and use of agricultural and horticultural pesticides in the UK. Its work will be focused on minimising the risk to human health and the environment from the sale, supply and the use of those pesticides and to promote efficient and humane methods of pest control. It will include pesticide evaluation and approval; the enforcement of controls to prevent misuse; negotiating harmonisation of controls within the European Community; acting as a centre of advice and expertise and liaising with national and international authorities.

The Directorate will have a total staff of nearly 200, three quarters of whom are scientifically qualified, and a budget of some £33 million.

The Role

Reporting direct to the Minister of Agriculture, Fisheries and Food, the Chief Executive will:

- lead and manage the Directorate;
- develop and implement a corporate plan and financial control systems, act as accounting officer to the Directorate and develop and meet quality standards and performance targets;
- advise on policy development;
- represent the Directorate in presenting the Government's policy on the safety of pesticides used in agriculture and horticulture and maintain close and effective relationships with other Departments, the European Commission and outside bodies.

Qualities Required

- proven track record in managing change, developing business plans and strategies and managing resources within the public or private sector;
- significant experience of policy work at Board level or within Government and an appreciation of the policy considerations affecting the safety of pesticides;
- the ability to represent the Agency externally and negotiate with its departmental and external customers;
- the ability readily to understand scientific issues.

The initial appointment will be for 5 years from 1 April 1992 with the potential for extension or permanent appointment thereafter, subject to performance.

Salary will be around £45,000. More might be paid for an outstanding individual. Other benefits include performance related pay, a non-contributory pension scheme and relocation assistance when the Directorate moves to York.

For further details and an application form (to be returned by 11 February 1992) write to Recruitment & Assessment Services, Alencon Link, Basingstoke, Hampshire RG21 1JB or telephone Basingstoke (0256) 468551. Fax (0256) 846565. Please quote reference C/92/1365.

The Civil Service is an equal opportunity employer.

MAFF

NORTH KENT
C.£26,000 + CAR + BENEFITS

Computer Systems Manager

Cartwright Brice, part of W H Smith Ltd. Office Supplies Division, is a leading supplier of equipment, materials and printed matter to major UK companies. Turnover is in excess of £50 million.

As Computer Systems Manager, you will head a small team, assuming full responsibility for the operation and development of a new IBM AS/400 based management information system. The key challenges lie in developing a system which best serves the needs of the company and its customers, and in ensuring that employees are fully conversant with the system.

A graduate and probably in your 30s, you should have experience of business systems gained in a fast-moving distribution environment. You must be commercially orientated with well developed interpersonal skills.

For full details, write to our consultant Richard Simpson at John Courtis & Partners, 104/112 Marylebone Lane, London W1M 5FU, telephone 071-486 6849. Please enclose your c.v., state your salary, specify how you meet the criteria for this post and quote ref: 3100/ST.

CARTWRIGHT BRICE

Strategic Business Review

A major national plc. my client is driving hard to achieve progress in its corporate goals and culture change objectives.

A Business Review unit has been developed to provide project-based internal consultancy, cross-functional expertise and professional support to a range of strategic initiatives. They are now seeking a new head of this multi-disciplinary team, who will report directly to the Deputy Chairman.

The role demands broad business skills, vision and leadership. Your career to date will include senior line management or head of function experience, ideally gained in a number of industries. An early background in financial audit/consultancy would be useful.

You need to be a graduate, professionally qualified (probably in accountancy) and with a record of success in effecting change in major companies. A credible and influential communicator, your interpersonal skills must have a cutting edge.

Please send your comprehensive CV (including full salary details) to **Andrew Burke, Macmillan Davies Consultants, Salisbury House, Bluecoats, Hertford SG14 1PU. Tel: (0992) 552552.**

An influential role affecting Board level decisions

c. £50,000 plus bonus, car & benefits

Gloucestershire

Macmillan Davies
S E A R C H & S E L E C T I O N

هكذا من الأصل

Mercury Personal Communications (MPC) is introducing a new and revolutionary telephone system (PCN), which will quite literally transform our lives, allowing people to communicate with each other on the move, in the office and at home.

In Britain and elsewhere, PCN will rapidly become everyone's idea of the "normal" telephone.

In fact it will offer so much more to both businesses and individuals, that before too long the idea of buying a telephone system which is connected by wire will seem, well, . . . quaint!

Mercury Personal Communications are the leaders in this coming revolution. Part of their huge investment is dedicated to building the most professional sales and marketing operation, drawing the very best people from a wide variety of industry backgrounds.

Mercury Personal Communications will revolutionise the development of telephone systems – these sales management opportunities will revolutionise your career.

Divisional Manager –
Dealer Group **c.£45K**

This key role will be to identify and develop a national network of dealers, distributors and business partners, in order to market MPC's products and services.

You will be responsible for writing and implementing the strategy for this division and ensuring that the necessary standards of quality and delivery are successfully established and maintained.

Your previous man-management experience will be fully utilised in recruiting a highly focused sales team.

You must have substantial experience of managing a dealer network, preferably within a high volume, low value, capital goods environment, typically: Telecomms, PC, office equipment or similar. Equally important is your commercial acumen, commitment to quality, and the desire to succeed. Ref: 6129

Divisional Manager –
National Accounts Group **c.£45K**

You will be responsible for recruiting, building and managing a National Accounts Team which will offer high quality account management to the UK's most prestigious companies.

At the same time you will be forging and maintaining a close working relationship with the Mercury Communications sales force in order to provide the best and most complete service to our customers.

A proven track record of managing a Major Accounts or National Accounts sales force is essential, together with an understanding of account development techniques and strategies.

Ideally you should already be working in, or be familiar with, the Telecomms industry. An understanding of the Mercury Group would be an advantage. Ref: 6128

PEOPLE GOING PLACES.

... especially Senior Managers from FMCG, Telecomms and associated Industries.

Sales Admin Manager
c.£30K

By providing the highest quality of customer service, your role will be key in enhancing the reputation of Mercury Personal Communications with our major accounts. You will manage a professional team and work with sophisticated information technology systems to fulfil demanding customer needs and to support the sales force.

You will therefore need a strong blend of managerial, administrative and interpersonal skills coupled with a "customer first" ethic, which may have been gained in a blue chip FMCG/Telecomms/Service industry background. A good understanding of the sales environment, where you will manage both internal and external relationships across many levels, is, of course essential. Ref: 6221

Logistics Manager
c.£35K

To initiate and develop a national third party supply chain infrastructure from manufacturer to end user, either directly or via dealers. Key measures will be service quality, cost control and the flexibility to cope with a rapidly evolving environment.

You will have successfully managed, through third parties, a national warehousing and distribution system in one or more of the following sectors: food, drink, cigarettes, wines and spirits, direct mail or relevant communications related industries.

Ideal personal qualities, will include enormous enthusiasm, a hands-on approach and determination to succeed. Your future development will be linked to the success of this venture, and could extend to other divisions of the parent company. Ref: 6224

Trade Promotions Manager
c.£30K

This role will be key in maximising the effectiveness of MPC's sales and marketing plans through nominated sales channels.

You will be responsible for developing promotional activity, POS, presentation materials, and "communications" events. This will require close liaison with the sales and marketing functions, and customers, as well as the management of external sales promotions agencies.

You are likely to have a blue chip FMCG, or similar background, where you will have gained considerable sales/marketing experience. Ref: 6223

Sales Planning Manager
c.£30K

In broad terms your brief will be to analyse and forecast the performance of the sales channels, and major accounts, to recommend measures to enhance productivity and profitability. You will also support the sales force by providing management information and planning/administration of the sales remuneration scheme.

A clear prerequisite is for a highly numerate and analytical individual with well developed commercial awareness. This will have been gained in a blue chip FMCG/Telecomms or similar background. Good communication skills are essential to "sell" your ideas to all levels of management within Mercury Personal Communications. Ref: 6222

Sales Training Manager
c.£35K

To achieve MPC's demanding business objectives, we believe that training is essential for all people involved in the sales process. You will, therefore, devise and implement plans to deliver technical and sales skills training to the sales force and work with dealers and other sales channels. You will be supported by a team of trainers to address the various training areas.

From a blue chip FMCG, Telecomms or IT background, you will be an experienced "sales training professional". Ideally you will have been a sales manager and have had responsibility for major accounts. An up-to-date knowledge of training "best practice" is essential. Ref: 6220

Based in LONDON and the SOUTH EAST, each position carries a highly competitive salary and a fully comprehensive benefits package, including share option and an attractively flexible company car scheme.

For a thorough briefing, please send a full CV, quoting the appropriate reference number, to Tracey Richardson or Shirley Pruden, at Highfield International, 1 London Road, Newbury, Berkshire, RG13 2JL. Telephone: 0635 33923. Fax: 0635 38837.

Applications from recruitment organisations are welcome, however MPC request that they are directed through Highfield International to our retained consultant, STEPHANIE KIRBY.

HIGHFIELD INTERNATIONAL

Helping you map the way ahead.

EXECUTIVE SEARCH & SELECTION

MERCURY PERSONAL COMMUNICATIONS

Chief Executive

Life Assurance

Scotland,

c £100,000 Package

This well established life assurance office, with assets in excess of £100m, is currently undergoing a substantial change in its culture and commercial development. As a result the organisation has created a new management position and now seeks to appoint a Chief Executive of the highest calibre to lead and guide it in the realisation of ambitious long term development plans.

Reporting to the Board, your key objectives will be to further establish and enhance the organisation by managing and completing the process of change, ensuring that policies and procedures are in place and subsequently maintained to achieve results.

With excellent interpersonal and management skills, you must be able to demonstrate substantial experience and success in a senior position within a recognised life assurance organisation, ideally Scottish. It is unlikely that anyone below the age of 40 will have the necessary breadth of knowledge and skills to fulfil this role.

The attractive remuneration package includes a high basic salary, executive car and a range of benefits commensurate with a position of this level.

Male or female candidates should submit in confidence a comprehensive c.v. to, G.J. *Deakin*, **Hoggett Bowers plc**, 13 *Frederick Road, Edgbaston*, **BIRMINGHAM**, B15 1JD, 021-455 7575, Fax: 021-454 2338, *quoting Ref*: B18302/ST.

Hoggett Bowers

BIRMINGHAM, BRISTOL, CAMBRIDGE, EDINBURGH, LEEDS, LONDON, MANCHESTER, NEWCASTLE, WINDSOR and EUROPE

Group Chief Executive

Agriculture And Leisure

East Of Scotland,

To £45,000, Car, Significant Equity Participation

For the past twenty years this Group has been a major force in the manufacture, sales and distribution of a range of animal feedstuffs and sophisticated feeding equipment for farm livestock. Fifarm, Nurs-ette and Kingdom are leading and respected names in the agricultural, companion and pet markets throughout Scotland and Northern England.

With the present Chairman and Managing Director reaching retirement age, they now seek a dynamic Chief Executive to lead the Group forward into a period of sustained growth and further expansion.

This calls for an individual of the highest calibre with a natural flair for business and the ability to manage a complex commercial operation on a sound footing.

Candidates, ideally aged 35-45, with proven success as senior managers will see this as a quite unique opportunity to realise their ambition of running their own company and developing it into an acknowledged market leader.

The comprehensive package reflects not only the responsibility of the position but also the opportunity to have a significant financial stake in the future prosperity of the Group.

Male or female candidates should submit in confidence a comprehensive c.v. to, J.A.D. *Fisher*, **Hoggett Bowers plc**, 21 *Charlotte Square*, **EDINBURGH**, EH2 4DF, 031-220 3980, Fax: 031-220 3998, *quoting Ref*: R12064/ST.

Hoggett Bowers

BIRMINGHAM, BRISTOL, CAMBRIDGE, EDINBURGH, LEEDS, LONDON, MANCHESTER, NEWCASTLE, WINDSOR and EUROPE

Company Secretary

International Engineering plc

West Midlands Based,

To £40,000, Bonus, Car, Benefits

Our client is a successful multi-disciplined engineering group which trades in a variety of market sectors having extensive operations throughout the UK and Europe. The impressive growth achieved by the company in recent years, combined with the need to implement a strategy for future development, has created this opportunity to operate at main board level. Reporting to the Group Finance Director, the role demands a pro-active approach to all aspects of the secretariat role including key areas such as pensions, insurance and property. You must also possess the necessary ability and personal presence to make a substantial contribution to overall group policy.

Educated to degree level, you are likely to be either a qualified accountant or solicitor, and/or a Chartered Secretary with wide-ranging management experience at a senior level in a PLC environment. Candidates under 32 will probably not have the necessary breadth of knowledge for the post. Strong organisational skills, the ability to delegate, commercial experience and genuine drive are essential requirements.

This is an excellent opportunity to join an organisation in an exciting stage of its development. For the right individual it will prove an irresistible challenge.

Male or female candidates should submit in confidence a comprehensive c.v. to, J. *Jenkins*, **Hoggett Bowers plc**, 13 *Frederick Road, Edgbaston*, **BIRMINGHAM**, B15 1JD, 021-455 7575, Fax: 021-454 2338, *quoting Ref*: B23052/ST.

Hoggett Bowers

BIRMINGHAM, BRISTOL, CAMBRIDGE, EDINBURGH, LEEDS, LONDON, MANCHESTER, NEWCASTLE, WINDSOR and EUROPE

DIRECTORS SEEKING A NEW ROLE?

Maximise your potential in tomorrow's employment market

Demand more than well meaning Career Counselling or Outplacement advice

Insist on real direction to your job search based on current market intelligence and interview feedback with the most advanced Inplacement and Outplacement facilities

Our subsidiary InterMex accesses over 6000 unadvertised vacancies annually – mostly between £40,000 and £200,000 p.a. – and makes recommendations from its approved candidate bank without charge

Telephone Keith Mitchell on 071-930 5041 for an exploratory meeting without obligation

Landseer House, 19 Charing Cross Road
London WC2H 0ES
Tel: 071-930 5041 Fax: 071-930 5048

INTERNEC PLC – means much more

IVO ENERGY LIMITED

BUSINESS DEVELOPMENT MANAGER
POWER GENERATION PROJECTS

Excellent Salary + Bonus + Car **London West End**

Our client, IVO Energy Limited, is the UK holding Company of Imatran Voima Oy (IVO), the leading Finnish power and heat generation, transmission and engineering Company which supplies nearly half the electricity consumed in Finland. Combined Heat and Power (CHP) generation is one of the specialities of the IVO Group.

In the UK IVO is well established in the Independent Power Generation (IPG) markets, operating the Peterborough 360 MW and Brigg 240 MW gas-fired power projects, and IVO's own development, the 1,100 MW Humber Power Project, is well advanced. The Group also includes IVO International Limited (UK) which provides engineering services, and Sensonics Ltd, which produces scientific instruments for the power industry.

The role will involve initiating and developing power generation and CHP projects throughout the UK, drawing upon the Group's expertise both in the UK and Finland, and reporting directly to the Managing Director.

You will probably be 35-40 years old and have the following pre-requisites:

* successful IPG projects experience
* proven commercial ability
* a relevant and good engineering degree
* the credibility to negotiate with senior management
* creative problem-solving skills
* the ability to work with a small team
* high levels of initiative and drive

It is a challenging role within a dynamic international team based at the Savile Row Head Office. There will be an induction programme, both in London and Finland, and further opportunities for personal development within an expanding organisation.

Applicants should send their CV's with a covering letter, indicating present salary levels, to: Kiti Paajanen, Mercuri Urval Executive Service, Spencer House, 29 Grove Hill Road, Harrow, Middx. HA1 3BN. Fax No: 081 861 1978, quoting ref. KP/01/92.

Mercuri Urval
Executive Service
(Licence No. SE/15308)

KINETICA

...*THE* new force in the energy business

Kinetica has emerged as a leading player in the independent gas market in the UK and will shortly complete its first natural gas pipeline project. Currently selling gas to a variety of customers, from schools and hospitals to chemicals and heavy industry, we aim to develop into other areas and significantly expand our operation in the near future.

Formed in 1990 and jointly owned by Conoco (UK) Limited and PowerGen plc, we are committed to remaining a long-term leader in the UK energy business and are looking for the following people to join Kinetica and share our vision of the future.

ONSHORE PIPELINE DEVELOPMENT ENGINEERS

London — £negotiable

Your challenge will be to assess the viability of new pipeline and other energy-related projects and prepare proposals for potential customers. This will involve route planning, contract proposals, operating and capital budget projections, as well as input to commercial agreements and submission of projects for approval by the Kinetica Board of Directors.

This is a demanding and highly visible role within a small, high calibre team. In addition to having a good, relevant degree, probably in an Engineering discipline, you will have at least 5-10 years' supervisory/management experience on UK onshore energy or pipeline projects. Knowledge of the onshore pipeline and gas regulatory regime is desirable.

Please telephone Alistair Sinclair today between 11am-3pm on 0753-840279 or from tomorrow on 071-436 7671 or forward your c.v. to him at the address below. Ref 5461/DE.

FIELD SALES PROFESSIONALS

Field based — £18-30k + car

We need a small number of talented technical sales professionals for our gas sales team, with an emphasis on building long term customer relationships. Initially, you will be negotiating gas sales and providing technical support services to the industrial and commercial markets.

You must have sound experience of fuel application and utilisation ideally from within the gas, oil or electricity supply industries. A high level of drive, self-motivation and ability to work as the front-line representative of our company in complex discussions will be essential. Considerable travel within the UK will be involved.

Please telephone Peter Roberts today between 11am-3pm on 081-941 1074 or from tomorrow on 071-436 7671or forward your c.v. to him at the address below. Ref 5461/SP.

COMMERCIAL ASSISTANT

London — £15-25k

Your role will be to assist in the formulation of contracts relating to all aspects of Kinetica's business - the purchase, transportation and sale of natural gas together with pipeline construction. This will involve detailed negotiations and in-depth analysis of economic and contractual issues.

Probably a graduate in Economics, Law, Accounting or Business Studies, you must possess a good combination of analytical and commercial skills. This should have been gained from at least two years' experience in a complex, large-scale contracts environment, typically as a support member of a negotiating team. A background in the gas, oil and construction industries would be of particular relevance.

Please write enclosing a detailed c.v. to Colin Edwards at the address below. Ref 5461/CA.

Negotiable salaries will reflect your experience and potential and, within our pioneering company, career prospects are exceptional.

Please send your c.v., including current salary and benefit details, to the Advising Consultant shown at Stafford Long and Partners Recruitment Limited, 12-14 Whitfield Street, London W1P 5RD. Please quote the appropriate reference.
We are an equal opportunities employer.

KINETICA

H R Consultancy - London Based

Worldwide Operation - Middle East Focus

For nearly forty years the MSL Group has been a market leader in HR consulting, both in the UK and abroad. Within the international operation, our long standing and growing Middle East division is highly reputable, and has successfully developed high quality, responsive and flexible services for a blue chip client base of national and multinational groups.

It is for this team that we seek additional consultants with a rare mix of skills and experience, to bring an extra dimension to our work.

Whatever your specific background, you will relish the challenge of securing additional business both from new and existing clients - in a market that is newly awakened to all HR issues. You will also enjoy the freedom to develop innovative solutions, always ensuring high standards of delivery.

Ideally, you will have successfully worked in the region, but you must at least have had significant exposure to the culture. Your experience should include some consultancy or executive recruitment work at a senior level although you may not currently be in HR. You will be assertive, commercially minded and committed. Some overseas travel will be involved.

There are excellent career prospects within the division and within the Group. The remuneration package is negotiable and will reflect the importance we place on these positions.

If you are interested in finding out more, please write to our Managing Director, John Hodgson, at MSL Group Limited, 32 Aybrook Street, London W1M 3JL.

MSL Group Limited

Transmission Operations Director

Heavy Duty Drivelines

Strategic Project Management In A "Hands-On" Environment

WEST MIDLANDS : C£35,000 + EXPENSED CAR

At the leading edge in its field, our client is currently entering a period of innovative change which will dramatically alter the face of the Transmission Manufacturing Operation.

This will involve major £multi-million investment in new technology and the introduction of flexible systems and processes in order to enhance product development and to achieve a reputation within an international marketplace as a "world-class" manufacturer.

To implement and manage such fundamental change requires the skills and commitment of an exceptional individual.

Reporting to the Managing Director, you will manage the continuous improvement cycle, and the evaluation, acquisition and introduction of sophisticated machine tools, whilst implementing the installation of cellular manufacturing and "best practice" techniques. It is essential, however, that whilst strategic issues are of paramount importance, you will also demonstrate the ability to manage this "stand alone" operation on a day-to-day basis.

It goes without saying that this appointment is critical to the future success of the Company. In order to flourish in this demanding environment, it is essential that you will have experience of a sophisticated production facility, coupled with a degree in Mechanical or Production Engineering and at least 5 years' post-qualification experience of manufacturing heavy duty drive lines including the machining, hardening and finishing of gears.

Previous exposure to project management and the introduction of cellular manufacturing techniques would be a distinct advantage.

If your technical ability is matched by exceptional man-management and motivational skills, then here is the opportunity to realise the full potential of your talent and experience.

Interested candiates should write with a full cv to Maxine Clare, MSL Advertising, Quadrant Court, 50 Calthorpe Road, Edgbaston, Birmingham B15 1TH quoting ref: MC508

These details will be forwarded direct to our client. Please list on a separate sheet any companies to whom your details should not be sent.

MSL Advertising

OPERATIONS DIRECTOR

Wiltshire Hi-Tech £50,000 + Exec car

Our client is a market leader in the field of Personal Computer Networking with business opportunities expanding on an international scale. They are currently seeking a high calibre Operations Director to join the senior management team and take control of their Wiltshire site.

A broad ranging role, you will be primarily responsible for ensuring the smooth and efficient management of both in-house and sub-contract manufacturing, including distribution, purchasing and stock control, as well as obtaining UK and international product approvals. Working in close liaison with sales and marketing you will be setting manufacturing schedules and ensuring the cost effective introduction and availability of new products.

To succeed you will need a thorough understanding of manufacturing and distribution and a strong empathy for a results oriented, sales driven environment. Ideally in your late 30's, you should be a proven man-manager with several years' experience of computing/hi-tech industries.

This role provides significant scope to enhance the performance and reputation of our client's business and your ability to succeed will be rewarded with an excellent salary and comprehensive benefits package including private medical, life assurance, contributory pension and 20 days holiday.

To apply, please send a detailed CV, quoting reference number 01/114, with work/home telephone numbers to our recruitment consultants LJ Associates, 12 Celbridge Mews, Porchester Road, London W2 6EU. 071-243 1888.

L.J. ASSOCIATES

FINANCIAL CONTROLLER

Home Counties — c.£45K + Company Benefits + Car

Our client is a wholly-owned subsidiary of a leading telecommunications group whose high profile in the Personal and Business Telecommunications Industry gives them world leadership in their chosen field.

As a leading supplier of mobile telecommunications, they are committed to ensuring that, as technology develops, the benefits are brought to the widest number of users in each market sector in which they operate.

Continued growth and success, coupled with their exciting plans for expansion, give rise to an exceptional opportunity for the appointment of an experienced Financial Controller with a proven record in a sales oriented company.

This senior management role offers an outstanding professional the opportunity to shape the financial future of the Company. Reporting to the General Manager and as a full Management Team member, you will manage, develop and control the full range of financial, commercial and administrative services necessary to ensure the future success of the business.

Major areas of responsibility will include financial planning, management reporting, development of financial and management systems, contracts and pricing including risk evaluation. A pro-active approach to the job will be essential.

The successful candidate will be a qualified accountant, ideally with a business degree or equivalent and a minimum of five years comprehensive experience within a high-tech sales oriented company. Candidates should also possess the communication skills and credibility necessary to influence senior management colleagues.

This is an excellent opportunity offering tremendous scope for personal and career development within a fast growing industry.

SAL
A Faber Ross Company

If you believe you have the required skills and experience please write in confidence, enclosing a full CV, to our advising consultants: **Stanford Associates Limited,** Cathedral House, Beacon Street, Lichfield WS13 7AA, Facsimile No: 0543 416078, or call 0543 416966 for further information.

Use your Management/Financial skills to the full

A senior position has been created for an energetic, enthusiastic Manager. Someone to act as No. 2 to the Clerk to the Magistrates' Courts Committee and capable of deputising for the Clerk as and when required.

This key post calls for competitive commercial skills to help steer the Leicestershire Magistrates' Courts Service through a period of national and local change. As a result of this change, your role will then be considerably enhanced.

up to £30,000 pa
Leicester

Ideally in your early 30's you'll hold a management or accountancy qualification (if you also have an MBA, so much the better). Certainly you'll possess first rate communication, presentation and interpersonal skills; you will also have an innovative, 'hands on' management style that encourages and motivates others. Your remit will involve you in the overall strategic planning, administration and running of the Service – including management of finances, premises and 120 staff.

Close liaison between the Committee, the County Council and the Lord Chancellor's Department will be necessary. You will also act as the Management Board's financial adviser so the ability to draft, implement and monitor the annual budget is essential.

If you think your background and experience match our requirements we'd like to hear from you. Apply in writing only please in the first instance enclosing a current c.v. to: **Mrs M. C. Graham, Managing Director, Gayton Graham Limited, 94 London Road, Leicester LE2 0OS. Closing date 21st February.**

GAYTON·GRAHAM
RECRUITMENT ADVERTISING·SELECTION·SEARCH

MANAGING DIRECTOR

CARDIFF
Competitive salary plus excellent benefits

Autopia Contract Hire Limited is the contract hire arm of Forthright Finance Limited, a rapidly growing part of the Bank of Scotland Group.

Following a time of significant change, we are poised to embark on a period of growth and expansion. As a result, we are now looking for an accomplished individual to lead an able and dedicated workforce through this challenging development into the 90s.

As Managing Director, you must be capable of converting vision into reality. More than likely aged between 35 and 45, you will have a proven track record in the contract hire or mainstream finance industry which will illustrate both your leadership skills and business acumen.

In return, for your commitment and professionalism, we are offering a competitive salary dependent on qualifications and experience as well as company car, mortgage subsidy, relocation package where applicable and other benefits normally associated with a leading company.

To apply, please write, indicating current salary to:
Sandra Spray, Group Personnel Manager, Forthright Finance Limited, Kingsway, Cardiff CF1 4YB.

AUTOPIA

هكذا من الأصل

To manage the biggest news story in European motor manufacturing

PUBLIC AFFAIRS MANAGER

From £35,000 + two lease cars & benefits

Burnaston, Derbyshire

未来

CREATING THE FUTURE TOGETHER

Two rand-new plants in Derbyshire and Deeside... 3000 new jbs created... an £840 million invesment... these are statistics that make Toyota the biggest news story in the UK ad European car market. News that calls for the skills f an exceptional Public Affairs Manager.

In thee single-status working environments, our culture of teamwork will take root from the start. The shared commitment to excellence will be reflected in the quality of outproducts, our business efficiency, the strength of our rearionships with the local community, and the major impac Toyota will have on the European motor industry.

As Ptblic Affairs Manager your prime role will be to develop and maintain professional and effective Public Relations policies and practices. At the local level, for example, one of your priorities will be to demonstrate that we an a genuinely caring 'corporate citizen'... a good employer who is concerned for the local environment and seeks o contribute to the communities in which we operap. At a national level, you will be working to ensure that our interests and image are properly reflected with national media, the motor industry, government bodies and the business community at large.

This broad brief obviously calls for a graduate-calibre individual with a wide range of experience: an impressive track record within the industrial PR sector... a proven talent for co-ordinating media relations... a strong yet sensitive grasp on organisational issues... strong team management and motivational skills... a willingness to assume the role of corporate spokesperson at local, national and industry level... a gift for guiding and briefing senior managers to present a positive and consistent PR message... a flair for scriptwriting and the preparation of visual presentation material.

It's a demanding brief but the salary will certainly prove attractive. The benefits include two lease cars, an excellent pension scheme, private health care and comprehensive relocation assistance where appropriate.

Are you ready to manage the biggest news story in European motor manufacturing? Please write with your cv, quoting reference 80026, to our advising consultants: The McGallan Partnership, 3 St Michaels Court, St Michaels Lane, Derby DE1 3JD.
Fax: 0332 200532.

Toyota Motor Manufacturing (UK) Ltd is an equal opportunities employer.

TOYOTA

Developing hospital business at the highest level

Have you reached the stage in your medical sales career where you want to rank among the very best in your field and do business at the highest level? If so, you should make a move to Roussel. Here we can offer you the challenge of developing our business in the fast-changing hospital market.

In this complex and competitive field, the quality of your sales approach is just as important as the quality of our products. You will establish a rapport with key decision-makers in the hospital team, acting as a trusted adviser whose opinion is valued, not merely on pharmaceutical matters, but also on a broad range of hospital issues.

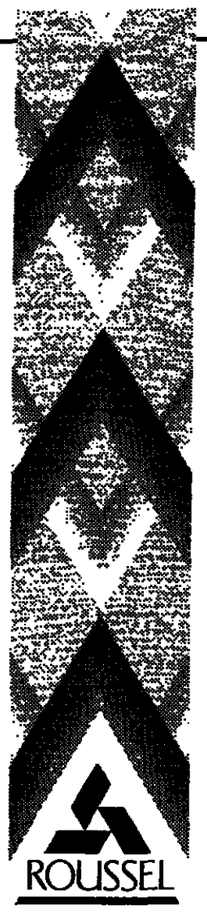
Your comprehensive business and technical knowledge will be supported by exceptional powers of persuasion. An excellent strategist, you will use your knowledge of hospital practice and procedure to plan and implement a well co-ordinated long-term sales campaign. Meanwhile, your keen negotiating skills will ensure that every deal is closed on highly competitive terms.

To fill these positions, both created by internal promotion, we are looking for people with high aspirations whose achievements will also be recognised and rewarded with superb career development opportunities. To help you on your way you'll be offered expert support and first-class training.

We can offer you an excellent basic salary plus opportunities for commission. Benefits include fully expensed car, free family BUPA and free insurance (life, sickness and accident), and relocation assistance where appropriate. Current positions are available in Lancashire/Cumbria and East Anglia.

Please send a full cv to Angela Hamlin, Roussel Laboratories Limited, Broadwater Park, Denham, Uxbridge, Middlesex UB9 5HP. Telephone: Denham (0895) 834343 ext 4263.

TOWARDS A HEALTHY FUTURE



ROUSSEL

SENIOR CONSULTANT AND CONSULTANT FOR INTERNATIONAL BANKING SYSTEM PROJECTS

High-calibre graduates with proven project expertise and credibility at senior level

£28K – £40K + banking benefits inc. mortgage subsidy
London based · Frequent European travel

Our client is a leading European bank which is positioning itself as a major force in the Eastern European markets.

Expansion into all banking sectors through a growing number of international branches/subsidiaries makes this opportunity one of the most exciting challenges for the 1990's.

The systems strategy supporting this business driven expansion is dependent upon a mix of hardware and systems platforms. London is the main base for the IT resources implementing the systems strategy across the international group.

This is a challenge which can only be met by high-calibre graduates with good honours degrees and impressive track-records in project management within the international banking arena. Each individual project will necessitate working closely with customers to identify the particular European needs. User training and acceptance testing will be part of a brief which demands interpersonal and communication skills of the first order.

Aged late 20's to early 30's, you are looking at an opportunity for in-depth, high-profile involvement in the business, providing you're prepared to travel extensively throughout Europe, often at short notice. Polished, pragmatic and proactive, and likely to have the professional training of a major consulting firm, your prospects within this meritocratic bank will be quite outstanding.

European language skills together with IBM AS400 banking application experience will be a considerable bonus.

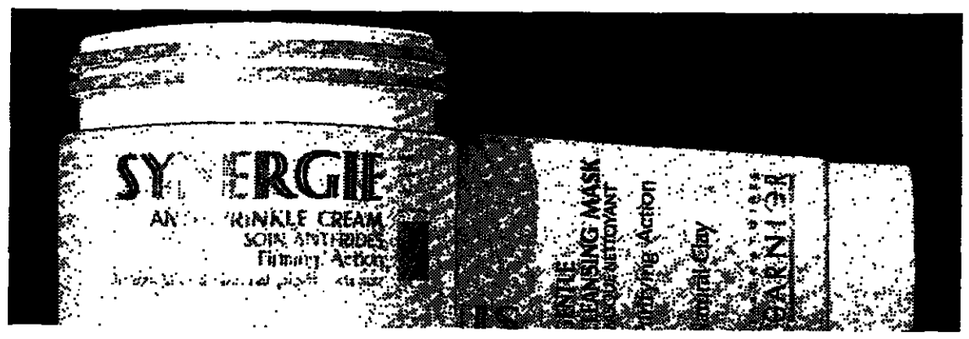
Salaries up to £40K will be supported by a mortgage subsidy, car allowance and major banking benefits.

If you have the confidence and credibility for such a step, please call our consultant Nick Reid on 071–253 7172 during office hours or 0860 666760 evenings and weekends. Alternatively, send your cv, quoting ref 442, to him at JM Management Services Limited, Chandos House, 12–14 Berry Street, London EC1V 0AQ. Fax 071–253 0420.

jm 1982 1992

NATIONAL ACCOUNT MANAGER

In the beauty products business...



...quality is more than skin deep

c. £30k OTE + 2 litre car + benefits

Only the very finest beauty products stand the toughest test of all - our own uncompromising standards. At Laboratoires Garnier, part of the world-leading L'Oréal Group, there's no place for second best.

Synergie is just one of a range of high quality skincare and haircare products which includes such names as Ambre Solaire and Grafic. Their technological performance is underwritten by research; their success guaranteed by our understanding of this growing market. Now we need you on our National Account Management team to maximise their potential.

To sell our range into nationwide food and drug multiples, you must be a graduate, London-based, probably in your late 20s/early 30s, with at least two years' experience of selling to major UK retail outlets. Within the Group, a knowledge of French could prove useful to your own development.

But more important are your personal qualities. You're not a run-of-the-mill salesperson. You're articulate, intelligent, easy to get on with, yet hard to ignore. You're persistent and resilient, full of creative ideas, with the confidence to defend them.

Above all, you're keen to get on. Not content to wait for dead men's shoes, you'll be looking to go places. And quickly.

You can expect a high, negotiable basic, plus bonuses, company car, pension scheme, private health cover and five weeks' annual leave. Create your own successful selling style and you'll find we pay more than just lip-service to career development.

To apply, please write with a full CV to Mary Chapman, Human Resources Department, Laboratoires Garnier, L'Oréal (UK) Ltd, 30 Kensington Church Street, London W8 4HT.

L'ORÉAL

SALES TRAINING MANAGER

Thames Valley: circa £35,000 + car

As one of the most progressive retailers of financial services in Britain, our client's commitment to product innovation and high standards of customer service have been key factors of their success, enabling them to build a firm foundation for further growth throughout the 1990's.

A wholly owned subsidiary of a U.S. based financial services organisation, they were launched in the U.K. in 1973 and now have over 160 branches nationwide, employing more than 1500 staff and serving more than 400,000 customers.

Training is targeted to have a positive impact on the overall business performance. That is why the successful candidate will be a strong leader of his/her team, with the force of personality to create belief in new ideas, whilst delivering credible, business training solutions.

Presently at managerial level, you will have an in-depth knowledge of training, gained in a large multi-site environment which has exposed you to all aspects of the design, delivery and management of training programmes, using both internal and external resources.

The focus is on SALES & CUSTOMER SERVICE training, therefore previous sales exposure within a blue chip fmcg, or progressive service orientated environment is essential.

This high profile role offers unusual scope to rapidly widen and develop your career, together with a generous remuneration and benefits package, including non-contributory pension, private medical cover, and a quality company car.

APPLICATIONS ARE ALSO WELCOME FROM ENERGETIC SALES TRAINERS TO JOIN THIS TEAM.

For a thorough briefing in strictest confidence, please send your CV to Stephanie Kirby or Shirley Pruden quoting reference 6228, at Highfield International, 1 London Road, Newbury, Berkshire RG13 2JL.
Tel: 0635 33923. Fax: 0635 38837.

HIGHFIELD INTERNATIONAL

Helping you map the way ahead

EXECUTIVE SEARCH & SELECTION

A NEW VENTURE IN TELECOMMUNICATIONS

SENIOR MARKETING AND ENGINEERING MANAGEMENT OPPORTUNITIES IN EAST SCOTLAND

Following the deregulation of the UK telecommunications industry, the opportunity to develop new markets has been enthusiastically embraced by Hydro-Electric. As operators of a sophisticated private telecomms network throughout the north of Scotland, they are currently developing the commercial opportunities for these facilities.

They now wish to recruit the following professionals to support this growth and play a crucial role in the development of a business leader in the telecomms industry.

Product Manager

An experienced marketing professional, you may already be established in product management in a high-technology industry. However, appreciation of strategic product development is more important than specific experience in the telecomms industry. Your technical marketing skills will be supplemented with commercial awareness and an innovative approach to problem solving.

Telecomms Network Development

An experienced telecomms engineering manager, you will be familiar with all aspects of communications systems. Your career will demonstrate first-class management and business skills, ideally gained in a network development role within an innovative company. This will be complemented by commercial awareness and strong interpersonal skills which will allow effective customer negotiations at the highest level.

In addition to an extremely attractive salary and bonus scheme, these positions offer unrivalled career opportunities at a significant stage in the industry's development. Relocation assistance will be provided where appropriate.

To apply in confidence, please send your detailed cv, stating salary requirements, to Sue Knight, **Ref: 5612/SK/ST, PA Consulting Group,** Hobart House, 80 Hanover Street, Edinburgh EH2 1EL. Alternatively, telephone her secretary for an application form on 031-225 4481.

PA Consulting Group

Creating Business Advantage

Executive Recruitment · Human Resource Consultancy · Advertising and Communications

هكذا من الأصل

How do you see banking in the 90's?

We're looking for professionals with vision and the ability to sell.

Banking Managers

Salary negotiable plus other Bank Benefits

The Co-operative Bank is committed to significant growth from all areas of business activity in a highly competitive market. Our aim is to continue to develop a successful and innovative financial institution by providing our customers with high quality financial and related services whilst promoting the underlying principles of Co-operation.

To achieve this we are seeking to recruit a number of top-line banking professionals who are ambitious and self-motivated individuals with sound commercial judgement and a dynamic, forward thinking attitude.

We are entering a new and challenging era of banking; the 21st Century is fast approaching. The people we seek to take us into this new era must possess the self-determination, drive, flair and professional skills to meet this exciting challenge.

Reporting to the Regional General Manager and based at one of our local branches, nationwide, your task will be to implement our business plans and to increase our market share through the consolidation, development and extension of our customer base.

Professionally qualified and aged between 30 and 45, you will be responsible for the management and performance of the Branch and all associated costs. Therefore, an established track record of successful man-management and leadership is essential and your experience must encompass management in a wide-ranging, commercial lending environment. You must be able to demonstrate sound interpersonal skills and, above all, you must have the ability to sell banking services.

We are offering an excellent, negotiable commencing salary, with future earnings determined by performance, along with a full range of benefits including the opportunities for growth and development, thus ensuring that the successful applicants are rewarded at a level commensurate with their experience. Relocation assistance is available where appropriate.

Please write in confidence quoting reference ST and enclosing a comprehensive CV to Karen Girling, Human Resources Adviser, Co-operative Bank plc, Head Office, P.O. Box 101, 1 Balloon Street, Manchester M60 4EP.

Closing date for receipt of applications, 14th February 1992.

We actively promote the policy of opportunity for all.

NATIONAL TRAINING AWARD MCMXCI

The CO-OPERATIVE BANK

EXECUTIVE CAREERS

We'll help you find that job

Quite a statement, isn't it?
Yes – there is a recession and the job market is quiet.
No – so you haven't seen anything even remotely suitable in the press.
That is, until now.

We've been helping executives with their careers for forty years, so we know about the vagaries of the economic climate. We also know that half the battle is knowledge – the other half is attitude. Like a guide, we have the knowledge, and we are experts in changing insecurity into confidence, pessimism into optimism and crisis into opportunity.

There is a myriad of reasons why companies do not advertise executive posts, and the unadvertised job market continues – all you need is guidance.

Contact your nearest office to arrange an appointment with no obligation, or send your CV.
(24 hour answerphone in all offices).
Corporate enquiries also welcome.
We abide by the IPM Code of Conduct

LONDON	071-580 6771	MANCHESTER	061-228 0089
WEST MIDLANDS	0527 69898	GLASGOW	041-332 1502
SOUTH WEST	0249 651730	YORKSHIRE	0532 426162
EDINBURGH	031-452 8380	LEICESTER	0533 630511

CHUSID LANDER
35/37 Fitzroy Street, London W1P 5AF

Director... and needing a job

By working together we have total commitment in helping you to find the right job.
Our methods lead to hundreds of opportunities at senior level across a wide range of services and industries. £40K+++.
Continued professional support from start to finish. Special Government interest free loan to tide you over, if required.
Call us on 071-488 1324 to learn how we can help you help yourself.

Management Career Consultants,
41 Tower Hill,
London EC3N 4HA

A member of The Hambros Group.

Walker International

Regional Sales Manager - Rural Bucks

£75k OTE - £100k Potential
High Basic plus benefits and BMW car

Strategic Selling Role

Core Business Applications

Walker International is the market leader in real-time financial software packages for large IBM mainframe users around the world.

Our software provides sophisticated business solutions and management information in a number of application areas including General Ledger, Accounts Receivable, Accounts Payable, Purchasing, Inventory, Encumbrance Accounting and Asset Management.

Our Solutions are used by a wide spectrum of major private and public sector organisations.

As part of our planned growth for 1992 and beyond, we are seeking to expand our sales team with the appointment of an experienced, high calibre sales professional to take full responsibility for generating new business within targeted Blue Chip clients. You will be expected to be pro-active within your region and must possess the required sales skills to creatively maximise business opportunities and achieve planned revenues.

In return, an excellent benefits package is offered. In addition to a high basic salary and achievable commission, you will be given a fully expensed BMW 2-litre car, family BUPA, portable pension and relocation assistance, where appropriate.

Key attributes required for this Senior Strategic Position are:

- Age 30-40, Male or Female.
- Minimum 5 years experience selling at senior level to Blue Chip clients using structured selling techniques (preferably in the Financial Application Software arena).
- The ability to communicate effectively with IT specialists in addition to the necessary skills to relate the benefits of our application software to Financial and Accounting specialists.
- Ambitious and tenacious with long term senior management potential and the required drive to succeed in a challenging market.

If you feel you have the right attributes and experience for this outstanding opportunity, please forward your CV (including salary details) to:

Jeff Downs, Sales Recruitment Director
Abraxas Human Resources, 357 Euston Road, London NW1 3AL

or telephone for an initial confidential discussion on:
071-388 2061 or 0737-557797 evenings and weekends.

Agency contact strictly through Abraxas

ABRAXAS

DIRECTOR OF INFORMATION TECHNOLOGY

In the right environment there is no limit to achievement.

Healey & Baker is a leading firm of International Real Estate Consultants with offices in the UK, throughout the Continent of Europe and in the USA.

As part of our continued commitment to client service we have recently completed a review of our I.T. systems provision and have formulated a medium term I.T. strategy. This will include a gradual transfer to an open system computer environment and include significant future investment.

We are now seeking an individual capable of directing the implementation of this strategy in a high profile role within the firm.

In technical terms you will have a minimum of ten years' I.T. experience and a good knowledge of an open systems environment. The management implications of the role are however much wider. You will be a manager with proven leadership skills, able to provide drive and focus to the I.T. department, but also able to communicate effectively with the Partnership's senior management.

A graduate, ideally with a background in a service and/or a partnership environment, you may already head up an I.T. Department - or be awaiting an opportunity to do so. Either way you will have considerable personal authority, with the capacity to develop your role in an international context.

As befits the seniority of the post, we offer a salary package of up to £50,000, including comprehensive benefits, a discretionary bonus and company car.

To apply please send your CV, in strictest confidence, stating current remuneration to Mr. Nick van Dorp, Healey & Baker, 29 St. George Street, Hanover Square, London W1A 3BG. Alternatively, if you wish to discuss the matter further, you may telephone him on 071 629 9292.

HEALEY & BAKER

Celtworld

Celtworld is an exciting new multi-million pound visitor attraction which will open in Tramore, Co Waterford, Ireland *early this summer.* Celtworld will use the latest technology and the artwork of Jim Fitzpatrick to portray Celtic myths and legends. It will be totally unique and will attract visitors from throughout Ireland and from overseas.

Celtworld Ltd. now wishes to appoint a

GENERAL MANAGER

for the pre-launch period and to manage the attraction on its opening. Reporting to the Board of Celtworld Ltd, the General Manager's responsibilities will include:

- Short and medium term financial and operational planning to achieve the Board's financial and non-financial objectives.
- Recruitment, training and subsequent management of all other staff members to ensure the highest standards of customer service.
- Help plan and supervise all promotional activity to ensure that Celtworld achieves yearly increases in visitor attendances.

Probably a university graduate, it is essential that the successful candidate has a proven track record in managing a large leisure operation with a strong emphasis on both marketing and operations management. A positive attitude, a willingness to work long hours and the ability to *motivate staff are all key requirements for the position.* Fluency in French or German would be an advantage.

A substantial remuneration package including company car is offered with this position. Relocation assistance may be provided where appropriate.

Candidates should write, in the first instance, to:

Andrew Richardson,
Celtworld Limited, Railway Square,
Tramore, Co. Waterford, Ireland.

Celtworld is an equal opportunities employer.

Managing Director

(Designate)

Northern Ireland Railways Co Ltd is seeking a Managing Director (Designate) to succeed the Chief Executive who retires shortly. The company faces a challenging future in the highly competitive transport market with major infrastructure projects approved and proposed. New operating arrangements have to be planned and implemented.

With over 5 million passengers a year and nearly 900 staff this post requires outstanding leadership and organising capabilities.

Candidates should have a strong commercial orientation, the ability to implement change and the inter-personal skills to deal with a wide range of public and private sector bodies.

Previous railway experience is not essential as the emphasis is on providing direction and achieving business performance targets.

Initially the appointment will be for three years and the remuneration package with performance bonus payments will be commensurate with proven experience and responsibility. Relocation expenses will be considered where appropriate.

Applicants should send full career and personal details, stating how they match the job requirements to:
Philip Heaton, KPMG Management Consulting, Stokes House, College Square East, Belfast BT1 6HD

Closing date for applications is 21 February 1992.

Northern Ireland Railways Co Ltd is an equal opportunity employer.

KPMG Management Consulting

SALES MANAGER

- MANUFACTURER SCHEMES

NATIONAL BREAKDOWN

This is a major opportunity to join a truly successful and vibrant business with a fundamental commitment and track record to leading the way on customer service and product innovation. Clear and decisive management has resulted in sustained growth with membership now exceeding 2 million and a turnover of around £50million. In addition to a wide range of strategic expansions, the company has just launched a new European Control Centre in Strasbourg - one of the most advanced communications operations on the continent. The company prides itself on quality and innovation, recently recognised through full BS5750 accreditation - another first in their industry.

Leeds

c.£36,000 Package

A key sales executive is needed to join the management team and lead the development of recovery schemes in association with car and commercial vehicle manufacturers. A very important role, the position demands a sales professional with a strong background in motor manufacturing or a motor related service organisation. Commercial acumen, a flair for communication and well developed management skills will be essential together with a creative and determined approach to account development and maintenance. It will be important to demonstrate the maturity and confidence necessary to deal with people at all levels and represent the company in an effective manner.

Please send C.V. or contact Kevin Gordon for a confidential discussion, quoting ref. 92D/5020ST at Daniels Bates Partnership Ltd., 6 Houndgate, Darlington, Co. Durham DL1 5RF - (0325) 485992.

Daniels Bates Partnership
PROFESSIONAL RECRUITMENT

REGIONAL GENERAL MANAGERS

LONDON / MIDLANDS / MANCHESTER
£25k+ / Car / Bonus

The Training and Business Group is growing rapidly in respsonse to market needs. Unemployment, privatization of training, urban redevelopment, skills shortages and local commerce and industrial needs are all areas where we have a significant role to play.

We are developing a regional network of Training and Business Factories, building upon the success of our multi-training concept operated out of twelve existing locations.

We require Regional General Managers with exceptional ability who will have operational and business development responsibilities for one of our new or existing Training and Business Factory areas.

You must be able to demonstrate not only a superb track record in the regional management of a multi-site operation, but also the qualities and ability to drive forward a rapidly expanding business.

You will be of graduate calibre, with a minimum of five years management experience gained within a fast moving, quality orientated and results driven environment, first rate communication skills are essential.

The Training and Business Group offers excellent packages with exciting (and rapid) career development opportunities.

Write enclosing a CV detailing current package, aspirations and successes to:

The Training Business Factory

Richard Fleming
The Training and Business Factory
145 Great Charles Street
BIRMINGHAM B3 3JR
The closing date for applications is Monday, 3 February 1992.

ALL BOX NO REPLIES SHOULD BE SENT TO:

BOX No.....
BOX NO. DEPT
P.O. BOX 484
VIRGINIA STREET
WAPPING LONDON E1 9DD

هكذا من الأصل

We'll help you find that job

Director... and needing a job

WORLD

GENERAL MANAGER

GENERAL MANAGERS MANCHESTER

Roche

Our Pharma Operations Business - Professional Services Department is responsible for the training and career development of Management and Marketing personnel.

We are seeking an

International Training Manager

for clinical trials methodology

The job will involve:

- giving seminars on monitoring skills and clinical trial methodology for medical staff from headquarters and affiliated companies
- creating and implementing a new follow-up course in advanced methodology
- working closely with the medical managers to anticipate potential training needs
- updating of training material on a regular basis
- education associated with the implementation of SOPs (Standard Operation Procedures) and GCP (Good Clinical Practice)

Suitable candidates should have a medical or science degree and bring with them:

- experience in adult education or group training
- excellent interpersonal skills
- a good understanding of GCP and first-hand experience in the conduct of clinical trials
- fluency in English
- experience in medical marketing would also be an advantage.

This job is challenging and distinctly international in character and offers real opportunity for career development. The successful candidate will be based in our headquarters in Basel.

If you are interested in this exciting opportunity please send your application to our Personnel Department, Dr. A. Kling, 01041 61 688 24 42, quoting reference Times 11/92/Kg

F. HOFFMANN-LA ROCHE Ltd.,
Grenzacherstrasse 124,
Postfach, CH-4002 Basel, Switzerland

GENERAL MANAGER
Corporate Communications
Surrey
Highly Competitive Salary

A leading multinational consultancy with a record of organic growth and international acquisition, seeks a dynamic General Manager to develop their corporate communications company in Surrey.

The company provides services throughout Europe including the creation and production of presentations, publications, interactive multimedia, translations and videos.

The successful candidate will be educated to degree level and have at least five years experience of corporate communications, training, statistics and product development within a multinational environment.

Well developed management skills, the ability to motivate and excellent written and oral communication skills are essential.

A strong commitment will be required to lead the company through the next stages of corporate development. Travel will be involved and an additional European language would be an advantage.

Please send a CV to:
CFI Ltd. Administration Dept. 5 Hill Street, Richmond, Surrey, TW9 1SP.

YOU HAVE IDEAS... YOU HAVE AMBITION... & YOU PURSUE THEM WITH PASSION.

Put your own ideas into action launching an exciting new telephone sales business.

Our client is a major name in the UK financial services market and one of the top 20 companies in their sector in the world. Proud of their reputation for outstanding customer service, they now intend to get even closer to their customers, by using the telephone to serve them even more efficiently. They are therefore starting up a high profile, sophisticated, energetic telephone sales and direct marketing centre with a "fun to win" philosophy.

Using the latest techniques and technology in their open-plan South Coast offices, the company is creating a distinctive culture in which excellence is the minimum standard. As part of the core management team for one of the most exciting strategic developments in our client's history, YOU will be crucial to its success.

TELEPHONE SALES MANAGER
£30,000 p.a. + bonus + car

In-depth knowledge of telephone marketing techniques alongside inspirational team leadership will be the key to success. You will be responsible for the telephone sales team's performance, which will involve coaching, motivating, incentivising and appraising staff, ensuring that they meet both productivity and call quality targets. You must have sales management experience within a sizeable telephone sales operation, exceptional communication skills (including listening), plus the aptitude to respond flexibly to fast changing situations. Ability to develop "winners" who will achieve exceptional results will be essential. Ref 5462/A/ST.

MARKETING MANAGER
£30,000 p.a. + bonus + car

Intellect and intuition are essentials for this key position. Both will be applied to identifying high quality sales leads for existing or new products. You will evaluate research, develop strategy, monitor and analyse campaign performance and approve creative proposals to produce first class leads and mailings. You will also integrate the unit's performance within the Company's overall marketing strategy. Experience of interrogating and manipulating marketing databases to produce "live", meaningful information which enhances sales opportunities will be essential. Ref 5462/B/ST.

PERSONNEL MANAGER
£25,000 p.a. + car

Your immediate challenge will be to recruit and train highly motivated teams. However, you will also extend your creative and original approach into developing progressive new personnel systems and practices that will be an example to the industry. This will require at least five years' record of achievement in general personnel work, plus in-depth knowledge of employment law, contemporary personnel issues and "best practices". Above all, as an integral member of the business management team, you must be able to create and develop a "can-do" business culture and relish the challenge of ever-changing needs. Ref 5462/C/ST.

In all cases, we are looking for energetic, enthusiastic professionals who can lead a young, lively workforce and give 100% dedication to making the project work. Comfortable and confident in high profile positions, you must be able to create an open, participative operation and will be eager to contribute your ideas and efforts beyond your own specific role. A genuine commitment to teamwork, plus talent and experience will outweigh professional qualifications; experience of the financial services sector is not necessary.

In addition to the quoted salaries, comprehensive benefits will include assistance with relocation, mortgage subsidy scheme and more besides. As the core management team for this strategically important new activity, your career prospects will be excellent.

In the first instance, please send your full c.v., stating the position in which you are interested and quoting the appropriate reference number to Clive Phillips, Stafford Long & Partners Recruitment Limited, 12-14 Whitfield Street, London W1P 5RD.

Stafford Long & PARTNERS

GRAPHNET

MEGAFAX SALES EXECUTIVES

GRAPHNET UK Ltd. is a dynamic and growing telecommunications company with a history of leadership in Global Messaging, Electronic Mail, Data and Facsimile Network Services.

MEGAFAX: is a revolutionary facsimile product developed by Graphnet, Inc. and is now being offered, for the first time in the UK market, to privileged large business organizations. This outstanding breakthrough in fax technology can help you reach your financial goals.

IF YOU HAVE:
- Outstanding Sales Skills
- Proven Sales Performance
- Commitment to Personal Success

WE OFFER YOU:
- Excellent Compensation (Salary + Commission)
- Comprehensive Benefits
- Career Advancement
- Winning Environment

Three (3) years successful sales experience is preferred. Qualified individuals should mail CV to: **GRAPHNET UK Ltd.**, Station House, 11th Floor, HR Dept. NMF, Harrow Road, Wembley, Middlesex, England HA9 6DE, or fax CV to: 081 862 0444. Equal Opportunity Employer M/F

SALISBURY HEALTH AUTHORITY

District General Manager (Provider)

Salary Range £40,260 to £58,370
+ Geographical Allowance and Leased Car

Salisbury Health Authority covers an area including South Wiltshire and parts of Dorset and Hampshire, serving a population of over 120,000.

It is a "Single Unit" Authority. Salisbury Health Care Unit is a Directly Managed Unit providing a comprehensive range of community and acute services, and also provides Regional and Supra Regional specialities of Burns, Plastic Surgery, Rehabilitation and Spinal Injuries. A new District General Hospital is currently being commissioned

The District General Manager (Provider) is responsible for leading the operation and effective delivery of Health Care within the District, providing strategic direction and communicating plans and priorities to staff and the public. Directing organisational and business development, the District General Manager has particular responsibilities for ensuring the involvement of clinicians in management.

We seek an able and experienced General Manager, who is capable of gaining the commitment of all within the organisation towards common goals.

Potential candidates are welcome to speak to Major-General Ralph Crossley, Authority Chairman on (0722) 336262 ext 2753 An information pack is available from the Personnel Department, Odstock Hospital, Salisbury, Wiltshire SP2 8BJ Telephone (0722) 336262 ext 2800.

Closing date for applications is 21st February 1992. It is anticipated that interviews will be held on 16th and 17th March 1992.

SALES MANAGER - CORPORATE ACCOUNTS
SALES MANAGER - DISTRIBUTOR ACCOUNTS

PC Software - c£45K OTE + Stock Options - M4 Corridor

Our client is one of the major Software Publishers, with a world-wide reputation and already well-established in the UK. The products consist of an extensive range of applications and utilities running on a variety of PC platforms. Due to the phenomenal success they have already achieved, they are expanding the organisation which has resulted in the following key appointments becoming available.

Corporate Sales Manager

Ideally aged between 30 & 35, this individual will have a positive and dynamic approach to business, possess a realistic appreciation of revenues and billings and have a strong but personable leadership style.

With 2/3 years management experience preferably within the PC software sector, you will be responsible for motivating and managing a 10-strong sales team with aggressive sales targets

Distributor Sales Manager

Ideally aged between 30 & 35 and coming from the PC software sector, this entrepreneurial professional will possess a minimum of 3 years experience of, and have excellent contacts within, the Distributor channel.

A natural leader, you must have strong negotiating skills, an appreciation of marketing, an assertive business manner and the ability to manage a sales team geared to achieving results

Qualified candidates possessing the professionalism, experience and dynamism should forward their career details to:
Richard Levy, Managing Director
at European Management & Personnel.

EMP European Management & Personnel
EMP HOUSE, 39 Station Road, Marlow, Bucks SL7 1NW
Tel: 0628 477345. Fax: 0628 477786

ENGLAND • HIGH TECHNOLOGY RECRUITMENT • GERMANY

COMDISCO®

Comdisco is the world's largest remarketer and independent lessor of compute and high technology equipment. We are seeking a

Regional Business Manager

to join our new European headquarters based in the UK.

Areas of responsibility will include budget/expense controls, sales and marketing administration, general office administration and co-ordination of ad hoc projects.

You must have at least 4 years' experience in a sales/marketing or financial environment. Team management and organisational skills are vital. You should be self-motivated, confident and energetic.

The position will provide a challenging opportunity for the right person, and in return, we can offer a compensation package.

Please send your C.V. with current salary details to:
The Personnel Manager, Comdisco UK Ltd, The Mondrian Building, Herschel Street, Slough, Berkshire, SL1 1XS.

INTERNATIONAL MERCHANDISE MANAGER c£20,000

TIE RACK is a dynamic, growing international retailer specialising in ties, scarves and accessories. We currently have a vacancy for an INTERNATIONAL MERCHANDISE MANAGER who will be responsible for analysing, forecasting, planning and implementing the movement of stock to seven countries.

The successful applicant will have solid merchandising experience and will need to be computer literate. Good communication skills are essential as this position will be a central pivot of our International Department.

If you feel you meet our requirements, send your CV to Miss Olwyn Bradley, Tie Rack, Capital Interchange Way, Brentford, Middlesex TW8 OEX.

Tie Rack

Software Services

Sales Executive

Base £27,000, OTE £45,000

Part of a multi-million pound group, this quality-led software services company, specialising in IBM systems needs a sales executive to develop existing account management strategies and initiate new business.

A graduate in your 30's with knowledge of current IT issues and emerging technologies, you should have practiced sales skills and the expertise to sell consultancy services.

For a confidential discussion contact - Maggie Laurence, alternatively send your cv.

SALES & MARKETING appointments
7a Langley Street London WC2H 9JA
Telephone 071-379 0333
Facsimile 071-379 0113

DIRECTORS/MANAGERS

£70K+ £60K+ £50K+ £40K+ £30K+ £20K+

UNEMPLOYED: EX. PAT: CAREER RUT:RECESSION HIT

You need a new position:-

With hundreds of applicants applying for each advertised position, how can an individual compete in the marketplace?

Fletcher Hunt are not an agency, but a specialist team established to help individuals seeking fast career change to find the right position quickly and professionally, normally within the unadvertised market. Consultancy is sometimes available to our unemployed clients.

Phone Richard Holman on 071-436 8886

Fletcher Hunt plc.
CAREER CONSULTANTS
59 Devonshire Street, London W1N 1LT

London	071-436 8886	Rugby	0788-546627	Bristol	0272-732236
North West	0942-825262	Dublin	956 899	Southampton	0703-787398
Norwich	0603-620054	Taunton	0823-336480	Scotland	0738-441327
Yorkshire	0422-885353	Newcastle	091-224 1010	Hong Kong	

Cranfield

Royal Military College Of Science

HEAD OF SCHOOL OF ELECTRICAL ENGINEERING AND SCIENCE

Cranfield Institute of Technology is an international university centre for advanced teaching and research in science, technology and management. The Institute, which operates on three Campuses, is presently seeking applications for the challenging post of Professor and Head of the School of Electrical Engineering and Science, located on the Shrivenham Campus.

One of the Institute's responsibilities is the provision of all academic and research activities at the Royal Military College of Science, Shrivenham, where the School of Electrical Engineering and Science is one of three academic cost centres. It comprises 36 academic staff, including six professors, spread across six professional groups, and 60 further research and support staff. It has extensive teaching commitments to both undergraduate and postgraduate degree courses, as well as an increasing involvement in continuing and post experience education.

The School has an active research programme and excellent computing and other facilities within its Applied Physics and Electrical Engineering laboratories.

The Head of School will be responsible for the leadership, strategic management and development of the School, including responsibility for control of resources, and will be a member of the senior management team of the College.

Candidates for this senior position must have a blend of management experience and academic achievement, together with a proven record in research in an appropriate area.

The post will be offered for a five year period, which is renewable. An attractive salary in excess of £40,000 p.a. will be offered, commensurate with the responsibilities of the post.

To discuss the post informally and in confidence please contact
Professor A C Baynham, Principal, RMCS. Telephone (0793) 785436.

Further particulars of the post may be obtained from. **Director of Personnel, Cranfield Institute of Technology, Central Business Exchange, Central Milton Keynes MK9 2EN. Telephone: (0908) 672976.**

هكذا من الأصل

"The PCs talk to us or talk to each other, but they won't do both at the same time"

Software Support: from front-line assistance to long term strategy

Milton, Oxfordshire

Customers contact us with problems like this every day. Solving them sounds easy in theory. It's only when you're faced with an urgent and complex problem that you find out how much it taxes your technical knowledge and the customer's patience.

That's why RM Network Services is leading the way to a more strategic approach to customer support both in the UK and in Europe. Our hotline team will still provide on-the-spot assistance, but we will also be looking for people who have the vision and the know-how to drive our service business forward.

This is an ambitious plan, and, as you might imagine, we are looking for some rather exceptional people to help us shape it. We want people who can hold their own with technical experts, yet who still have a clear insight into the customer's way of thinking. Commercial acumen is essential, while an understanding of the role of computers in education would be an advantage.

Almost certainly a graduate, you must have both the ambition and the ability to take early responsibility. In other words, you will have what it takes to make the most of the enormous scope we offer as the leading supplier of microcomputing systems to the education market.

GROUP LEADERS c.£25,000

A driving force behind our more strategic approaches to customer support, you will design, develop and market new products and services. As one of a number of Group Leaders, you will lead a team of consultants and engineers.

Your emphasis will be on developing services and building closer relationships with customers in schools, in the further and higher education sector or in the commercial sector. A proven innovator with a sound technical background, you will have a commercial track record which shows you can make things happen.

CONSULTANTS c.£20,000

On-site support forms a fundamental part of supporting our customers. We are therefore looking for a number of PC experts to work closely with individual clients or groups of clients, solving their problems and identifying opportunities for more strategic support services.

You should combine excellent interpersonal skills with a good knowledge of networks, IBM PCs, MSDOS, Windows 3 and Windows applications. Project Management skills are essential. Familiarity with RM products would be helpful and a knowledge of the education system would be a distinct advantage for some posts.

ENGINEERS c.£14,000

Initially, you will spend most of your time in the office, solving a wide range of problems by phone from customers in schools, colleges and commercial organisations.

Ideally, you will have experience in a support role, but if you have basic PC and MSDOS skills, we can provide you with all the training you need. Excellent interpersonal and problem-solving skills are more important.

This is an opportunity to determine your own future. There are excellent prospects for progression right across the company, but especially within this fast-developing area. We reward enterprise, intelligence and achievement. There may be some opportunities to work on projects in Europe, so language skills, particularly German, would be an advantage.

If you think you may be suitable for one of these roles, write and tell us why. Please also include career and salary details and state which vacancy you are interested in. Contact Dawn Winch, Research Machines plc, New Mill House, Milton Park Estate, Abingdon OX14 2SE. Tel: 0865 796071.

RM
RESEARCH MACHINES

RM is an equal opportunities employer and vacancies are open to all, irrespective of sex, race or disability.

Head of unit trust administration with the market leader.

Knight Williams leads the way in a thriving market place by providing specialist financial advice to clients in retirement.

As a further step in our programme of improving our service to our clients, we wish to recruit a top flight industry-experienced administrator, to run our unit trust operations, working in close cooperation with existing general management. The successful applicant will already be totally conversant with the design, implementation and monitoring of administration systems. And with internal and external compliance liaison experience, will already be acceptable to the relevant self-regulatory organisations.

A numerate, literate individual with the ability to operate at all levels within a growth orientated organization will find this a challenging and absorbing role.

A full and attractive package will be negotiated and will be commensurate with the importance of this position. Age is, of course, immaterial in a role where experience is paramount. In the first instance you should apply in writing with a full CV and details of current remuneration and package to David Cutts, Knight Williams, 161 New Bond Street, London, W1Y 0LA.

Knight Williams
Britain's Largest Retirement Income Specialists

Wrong job - Redundant ?

Neither means being out of the running

20K 30K 40K 50K 60K 70K

We are a team of career professionals who care about your future, whether you are employed or not. Finding the right job is all about confidence, aptitude and contacts. Our expertise is comprehensive and individually tailored to meet your needs, goals and the right position - usually within the unadvertised market.

Call Wilson McKenzie to arrange an initial meeting.
Sunday 0831 531721 • Office Hours 071 636 3439

McKenzie Waterman
McKenzie Waterman & Co.
St. Alphage House, Fore Street, London EC2Y 5DA

HUMAN RESOURCES ADVISER

Your first career move

We are looking for two graduates under the age of 26 who have around two years' working experience within Human Resources, and who are contemplating their first career move.

You will possess an impressive academic record and will be able to demonstrate that you have made good use of all your talents in life to date. You will be seeking a challenging career as an HR generalist with opportunities to get to the top of the organisation, either within HR or indeed in a line function.

Esso is a lean organisation. We need open, flexible, persuasive individuals who can demonstrate initiative, flair and creativity whilst preserving a sense of balance. You will be a hard worker, prepared to handle substantial administrative workloads in addition to your professional responsibility, and you will be able and willing to meet demanding deadlines.

Esso is Britain's leading oil company. The initial postings could be at either our Refinery at Fawley in Hampshire or our new offices in Leatherhead in Surrey. Mobility is a requirement. Whether you start your career with us in IR, compensation, staff relations, recruitment or another division will depend on your experience and our needs, but whichever it is, it will only be a starting point. The next step will be up to you.

The career opportunities, the salary package and the relocation assistance we offer are designed to attract high quality applicants.

Please write, enclosing your C.V., to Helen Robshaw, Recruitment Division, Esso Petroleum Company Limited, Mailpoint 02, Esso House, Leatherhead, Surrey, KT22 8UX.

Esso
Quality at work
We are an equal opportunities employer

Unique Opportunity in New Media Venture

CHIEF EXECUTIVE

ACCOUNTANCY TELEVISION SERVICE

Earnings to £55K + Car **West London**

A consortium of professional accountancy bodies, a training and publishing company and BBC Subscription Television Ltd plan to launch a new television service in autumn 1992, and now wish to appoint a Chief Executive.

Qualifications would include:

- Thorough knowledge of the Accountancy profession.
- Experience in training or education.
- Excellent communication skills and an ability to negotiate at a senior level.
- Ability to motivate a team and see a very challenging project through to fruition.
- Vitality and maturity.
- Experience in television or other media - desirable but not essential.
- Availability from Spring 1992.

Responsibilities would include the development and management of the service, including programme planning and production, marketing, distribution and budgeting. The Chief Executive would be a member of the Board of Directors of the Company.

The salary of up to £55K would include a performance related bonus, and there is an opportunity for equity involvement.

To apply, please write with full CV to:
HILARY MORRIS, ACCOUNTANCY BUSINESS GROUP,
40 BERNARD STREET, LONDON WC1N 1LD.
Closing Date: 7 February 1992.

Sales Marketing Training and Consultancy

Hong Kong

Salary minimum HK$ 400,000 pa tax paid, plus substantial expatriate benefits

HongkongBank is the principal member of the HSBC Group, one of the world's leading financial services organisations. Together with its subsidiaries and associates, the HSBC Group ranks among the largest banking groups in the world, with a staff of more than 54,000 and over 1,300 offices worldwide, including some 600 in Asia.

HongkongBank's Group Training and Management Development Department is responsible for providing professional training and consultancy services to all levels of management and staff Groupwide.

We are seeking a marketing and sales professional to analyse needs in the areas of marketing and sales, negotiation and customer service. It will also be necessary to design and deliver training programmes or provide appropriate consultancy solutions in order to support HongkongBank's business strategies. Significant international travel will be involved.

Candidates will be graduates and probably in their early to mid 30s. They must have a minimum of eight years' experience in a professional marketing and/or sales environment which should have included a period in training or consultancy. Candidates must be self sufficient, innovative and commercially minded. A professional qualification in marketing/sales or experience in a financial services organisation would be an advantage.

Employment will initially be on the basis of a two year contract, renewable by mutual agreement. The expatriate benefits package includes a tax paid salary of a minimum of HK$ 400,000 per annum, free furnished accommodation, 25% gratuity, a housing loan in your home country at a preferential rate, six weeks' annual leave, and allowances for leave travel, and for children's education and holiday passages.

Please apply with cv by 10th February 1992 to:
John Small, International Recruitment Manager
The Hongkong and Shanghai Banking Corporation Limited
PO Box 199
99 Bishopsgate
London EC2P 2LA

HongkongBank
The Hongkong and Shanghai Banking Corporation Ltd.

INTERNATIONAL BANKING

Sales Executives

London Based

To £45,000 + Bonus + Car + Benefits

Part of a worldwide organisation, our client is a major provider of application solutions to the International Banking sector.

This division is responsible for the successful sale of total solutions, involving hardware, software and services, in predominantly new business opportunities. Extensive overseas travel is part of the job and sales campaigns are conducted with locally based account managers.

The positions require individuals who are motivated by the challenge and stimulation of achieving quality sales in a highly competitive environment. Prerequisites for applicants are direct banking experience and an understanding of banking information technology.

Ideally, you can also demonstrate a proven track record of sales, with experience probably gained in a software house/consultancy or in a sales environment within a large financial institution. However, suitable candidates wishing to move into sales will be considered, as training can be provided. A fluency in another language is an advantage.

If you are able to meet the demands of these challenging positions, please send a detailed curriculum vitae to Adrian Sullivan, Sullivan Associates, 9 Cork Street, London W1X 1PD or telephone him on 081-541 5882 (Sunday 10.00 am – 2.30 pm) or during normal office hours.

SULLIVAN ◆ ASSOCIATES

هكذا من الأصل

HEAD OF HUMAN RESOURCES: Major New Retail Venture

Bristol — **c£40,000 Package + Car**

Our client, SWEB Retail Ltd, is the newly created company formed from the combined retail interests of South Western Electricity and South Wales Electricity. It is anticipated that initially the overall turnover will be £70 million and the company will start with a staff of 110 at three sites and over 50 shops employing some 1,400 people across the regions.

The aim is to create an autonomous vehicle within the over dedicated management team to grow the retailing interests of the two parent companies and to capitalise on their market leadership in electrical appliances, retailing within the South West and South Wales.

The challenge is to review and develop all aspects of human resource management including benefits, structures, practices and bargaining procedures, to meet the needs of a streamlined, motivated, customer led retail team geared to performance.

A major restructuring exercise in all personnel issues is therefore required and, commensurate with the critical importance of this task, the position will report direct to the MD.

You will be an experienced Human Resource practitioner, with "hands-on" industrial relations and compensation/benefits experience, possessing a demonstrable capability for managing change. Retail sector experience is an obvious advantage. You are likely to be a graduate IPM member and well versed in current HR theory and practice. You will be able to contribute to a tightly knit management team on both HR and commercial issues.

Please send your CV to
Adrian Wheale
or David Pottier,
Wheale Thomas Hodgins PLC,
Executive Resourcing,
9 Unity Street, College Green,
Bristol BS1 5HH
quoting Ref. 1102/ST.

WHEALE·THOMAS·HODGINS PLC

PRAGMATIC MARKETEER: Director Designate

West Midlands — **£40-£50,000 Package**

Our client is a "house-hold name" and a market leader in its field. Operating in clearly defined market sectors, its customer base is grouped into retail sales through High Street multiples and corporate sales to both the private and public sectors.

Uniquely controlling its own supply chain, it manufactures 90% of its range itself in the UK and has achieved steady profitability in recent years; exporting some 25% of its turnover worldwide.

Historically manufacturing driven, our client now wishes to refocus their activities through a market led strategy, leading to range rationalisation and new product development, with a view to not only consolidating brand pre-eminence within their existing markets but to creating it in new sectors.

They seek a mature, practical marketeer – at home in what is primarily a factory environment – to transform their traditional culture, retain their core business, and to identify and build new opportunities that will unlock the under-utilised value of the brand. You will be an experienced marketing professional with demonstrable knowledge of the production process and possess the capability to fit into a small cohesive management team.

Please send a CV to
Adrian Wheale
or David Pottier, Wheale Thomas Hodgins PLC,
Executive Resourcing,
Berwick House Business Centre, Livery Street,
Birmingham B3 2PB
quoting Ref. 1101/ST.

WHEALE·THOMAS·HODGINS PLC

INDUSTRY MARKETING MANAGERS

EXCELLENT PACKAGE
BASED RICHMOND, SURREY

PUBLIC SECTOR MARKETING MANAGER: REF 194

FINANCIAL SERVICES MARKETING MANAGER: REF 195

BUSINESS SERVICES MARKETING MANAGER: REF 196

COMPAQ'S SUCCESS THROUGH THE 1980'S HAS GIVEN US AN ENVIABLE REPUTATION IN THE INFORMATION TECHNOLOGY MARKET PLACE. IN LINE WITH OUR CORPORATE BUSINESS OBJECTIVE FOR THE 1990'S, OF BEING A GLOBAL SUPPLIER OF PERSONAL COMPUTERS AND PC SYSTEMS, WE PLAN TO ADD EXPERTISE TO OUR MARKETING DEPARTMENT.

WE ARE LOOKING FOR THREE HARD-WORKING, SELF-MOTIVATED TEAM-PLAYERS TO JOIN US AS INDUSTRY MARKETING MANAGERS. THEY WILL BE RESPONSIBLE FOR DEVELOPING NEW APPLICATION OPPORTUNITIES FOR COMPAQ WITHIN THEIR MARKET SECTOR. THE ROLE INVOLVES IDENTIFYING APPLICATIONS WHICH OFFER SIGNIFICANT INCREMENTAL SALES OPPORTUNITIES. HAVING SELECTED TARGET MARKETS, THEY WILL DEVELOP AND IMPLEMENT COOPERATIVE MARKETING PROGRAMMES, IN CONJUNCTION WITH APPROPRIATE THIRD PARTIES, TO SECURE MAXIMUM COMPAQ SALES. THEY WILL BE EXPECTED TO USE ALL SUITABLE MARKETING TOOLS AND WORK CLOSELY WITH COMPAQ'S MAJOR ACCOUNTS SALES TEAM.

THESE ARE SENIOR POSITIONS, AND HIGH-PROFILE WITHIN THE COMPANY. CANDIDATES, IDEALLY GRADUATES, SHOULD HAVE GAINED SUBSTANTIAL EXPERIENCE WORKING IN IT/OR MARKETING IT TO ONE OF THESE MARKET SECTORS. THIS EXPERIENCE MUST HAVE RESULTED IN A CLEAR UNDERSTANDING OF THE SECTOR'S APPLICATION REQUIREMENTS AND DECISION PROCESSES. THE POSITIONS WILL REQUIRE ENTREPRENEURIAL DRIVE AND CREATIVE FLAIR, TOGETHER WITH THE COMMUNICATION SKILLS NECESSARY TO SUCCESSFULLY MANAGE COMPLEX BUSINESS RELATIONSHIPS.

THE SUCCESSFUL CANDIDATES CAN EXPECT EXCELLENT BENEFITS AND APPLICANTS SHOULD WRITE GIVING FULL CAREER DETAILS INCLUDING CURRENT SALARY INFORMATION TO OUR CONSULTANT JOHN KILVINGTON OF: KILVINGTON SAVILLE PARTNERS LTD, EASTLANDS COURT, ST. PETER'S ROAD, RUGBY CV21 3QP. TEL: 0788 541306.

COMPAQ®

Taunton Cider

DIRECTOR OF HUMAN RESOURCES

c £50,000 + executive package, including equity option
West Country

Taunton Cider is firmly established as the best performing company in a market that has seen volume double in the last 15 years. With a turnover in excess of £100m and an outstanding record of increasing market share and profitability, the company is committed to developing further its position in the industry. In 1991 Taunton Cider was involved in one of the year's largest and most successful management buyouts.

Key to the company's continued success is the commitment to invest in its people. This is reflected in the decision to create the new position of Director of Human Resources who will ensure that the company enhances its position as a truly first-class employer.

Responsibilities will encompass the development and implementation of policies and procedures covering all aspects of human resources management.

As a commercially aware and widely experienced HR generalist, you will, as a member of the senior management team, be actively involved in the development of the business. The culture of the organisation is such that an open, hands-on and proactive management style is essential.

An excellent remuneration package includes the opportunity for equity participation, reflecting the importance of this position.

To apply, please send a comprehensive cv, to Alan McMeeking, **Ref: 5851/AM/ST, PA Consulting Group**, St Brandon's House, 29 Great George Street, Bristol BS1 5QT. Tel: (0272) 294581.

DRY BLACKTHORN Cider

RED ROCK

TAUNTON
SUCCESS THROUGH INNOVATION

Severn Trent Water

How others see us depends on your depth of vision

Marketing Manager

c £35,000 + Car + Benefits **Birmingham**

One of the UK's largest and most innovative water companies, we serve around 8 million customers in an area stretching from the Bristol Channel to the Humber and from Wales across to Leicestershire, with Birmingham as our core conurbation. Whether our customers are business or domestic users, our objective is to offer them the best possible service at the lowest cost.

More than ever before, we're operating in a commercially driven environment, and are very much in the public eye.

In this newly created, extremely high profile role, you'll be responsible for projecting a positive image of the company to all our customers. Controlling a budget of around £1 million, you'll be leading a team of marketing professionals. You will also assist internal management raise levels of customer satisfaction.

With responsibility for marketing issues, you'll be developing strategies both for internal and external customers. In order to provide wide ranging marketing expertise in support of account and business management, you'll be liaising with internal departments, Market Research and Marketing consultancies.

A professionally qualified graduate, you'll need at least 5 years' marketing experience gained in either a service or industrial field. Having worked at a senior management level within a large consumer oriented company, you'll possess the leadership qualities, strategic vision and 'hands on' energy to make things happen. You'll be drawing on accomplished communication skills and commercial awareness to raise our overall level of marketing expertise.

This is a brand new, high profile role with a rapidly developing organisation - one of the FTSE 100 companies. It's the perfect opportunity to make a real impact from day one, and for your efforts, you can expect an outstanding salary and benefits package.

For an application form or informal discussion please telephone our Consultant Chris Goodman on 021-456 1385. Alternatively write to him at Austin Knight Consulting, Tricorn House, 51-53 Hagley Road, Edgbaston, Birmingham B16 8TP, quoting reference LS912.

Closing date: 14th February, 1992

AN EQUAL OPPORTUNITY EMPLOYER

Head Of Information Systems

FMCG Manufacturing

South Of England,

c £35,000, Car, Bonus

This well known company, with a turnover approaching £100m and part of an international group, is a market leader in its field, with an extensive range of high quality products marketed under a nationally respected brand. Growth in recent years has been substantial and as a result the company has decided to make this new appointment, against the background of an increasingly complex European production and distribution cycle and associated IT development. As a vital part of this strategy and within what in IT terms is virtually a green field site, the successful candidate will be responsible for investing in totally new business systems which may use either package or bespoke solutions. You will thus be responsible for devising and implementing a creative and forward thinking strategy in order to achieve the company's overall business objectives. As an IT professional, with a background in fmcg or multiple retailing, your broad based experience must include at least a working knowledge of Oracle and Unix in a distributed environment. This needs to be complemented by sound project management and systems implementation skills. Ideally aged 28-35 with at least 5 years experience in the IT sector you should be an innovative, hands on manager, with sound business acumen. The normal large company benefits are offered, together with a fully expensed car, management incentive scheme and relocation package where appropriate to this exceptionally attractive area. Success in this post would provide an opportunity for future development within the group.

Male or female candidates should submit in confidence a comprehensive c.v. to, M. Stein, Hoggett Bowers plc, *Brunswick House, 61-69 Newmarket Road,* CAMBRIDGE, CB5 8EG. 0223-324441, Fax: 0223-323250, *quoting Ref:* F21014/ST.

Hoggett Bowers

BIRMINGHAM, BRISTOL, CAMBRIDGE, CARDIFF, EDINBURGH, LEEDS, LONDON, MANCHESTER, NEWCASTLE, WINDSOR and EUROPE

BUILDING SUCCESSFUL PARTNERSHIPS

Computervision has established a quality network of value added reseller partners. This is a new and integral part of the company's forward strategy, and aims to build upon our worldwide leadership in design and manufacturing technology.

Our objective is to achieve high volume software sales through third party resellers.

We are intent on exploiting our competitive advantage by appointing a marketing professional to provide the impetus for our indirect sales/marketing activities.

VAR MARKETING EXECUTIVE

Coventry based — ***c.£30K + bonus + car***

Your major tasks will be to manage and co-ordinate VAR marketing and distribution channel strategies, to act as champion internally and externally, and provide the marketing interface between Computervision and our third party partners. Your background in promoting software based IT solutions to manufacturing industry through a dealer network should be combined with an in-depth knowledge of business - to - business marketing.

A clear understanding of the commercial and financial implications of the VAR/indirect channels concept is imperative.

This should be backed by a degree level education and a business development/ marketing qualification.

An innovative, problem solving, tactical thinker? Action oriented? Looking for the opportunity to make your mark in exploiting a new concept within a growing market?

Then please reply with full curriculum vitae to Malcolm Thorpe, NB Selection Ltd, Orion House, Grays Place, Slough, Berks SL2 5AF. Tel: 0753 819227. Fax: 0753 819228. Computervision is a Prime company

COMPUTERVISION

EXECUTIVE CAREERS

CRISIS? NEW JOB? REDUNDANCY? EXPAT?

- For over 12 years, our experienced professionals have helped solve senior executive problems.
- With the largest network of offices in the UK we have unrivalled knowledge of the unadvertised vacancy market.
- Our top executive clients achieve success quickly and discreetly.
- Blue chip companies use our Outplacement service.

32 Savile Row London W1X 1AG
Tel: 071 734 3679 Fax: 071 734 2620
22 Suffolk Street Birmingham B1 1LS
Tel: 021 643 2924 Fax: 021 643 4272

We are interested in meeting you. Contact your nearest office for a free discussion.

London	071-734 3679
Birmingham	021-643 2924
Bristol	0272-308 809
Brussels	2-241 0189
Cambridge	0223-462 511
Cheshire	0925 821564
Dublin	01-610 660
Guildford	0483-503 535
Maidenhead	0628-21015
North East	091-416 0903
Nottingham	0602-484 525
Winchester	0962-855 805
Yorkshire	0937-580 181

Connaught · Mainland

whitehead *selection*

General Manager

Instrumentation and Process Controls

Sharjah

c£60,000 plus attractive package

The company is a leading international blue-chip manufacturer of instrumentation and process controls with an impressive track record of growth. It has well established operations in the Middle East which generate sales of circa £20 million.

Ambitious business plans include significant further growth in the region. A General Manager is sought to play the lead role in directing and managing the business. Fully profit responsible, a key aspect is the ability to develop new business opportunities as well as to secure upgrading contracts with existing customers.

This demanding position calls for an individual of graduate calibre aged 35-45, who has experience of living and working in the Middle East. You will possess a clear record of success in sales/marketing of sophisticated capital equipment/systems in the region. A skilled negotiator, you will have personally dealt with customers and agents at the most senior levels. Fluency in English is a pre-requisite. (Ref 535)

Please write with CV and current remuneration package to:
Helen Roberts, Whitehead Selection Ltd, 43 Welbeck Street, London W1M 7HF

A Whitehead Mann Group PLC Company

whitehead **selection**

whitehead *selection*

National Accounts Director

Employment agency services

Southern based

c£35,000 + substantial bonus + car

The client is a well-established national force in the recruitment of temporary and permanent staff and enjoys the backing of a large, profitable group. Considerable potential for growth has been identified, with national account development playing a major role in the expansion plans.

Reporting to the Managing Director, your role will be to implement all aspects of a national account strategy. You will lead the drive to acquire large clients and increase penetration of existing major accounts, augmenting the existing support team as business volumes increase.

Aged early 30s-early 40s and educated to at least 'A' level standard, you must have received a first class sales training in a 'blue-chip' company. Career progression will have taken you through the key account executive role, into a management position directing a significant national accounts function, ideally in a business-to-business services environment. Well-honed presentation and negotiation skills are a prerequisite.

There is scope for progression beyond the initial role for the successful performer. (Ref: 2125)

Please write with CV to Stuart Spindler, Whitehead Selection Ltd, Blagrave House, Blagrave Street, Reading RG1 1QA.

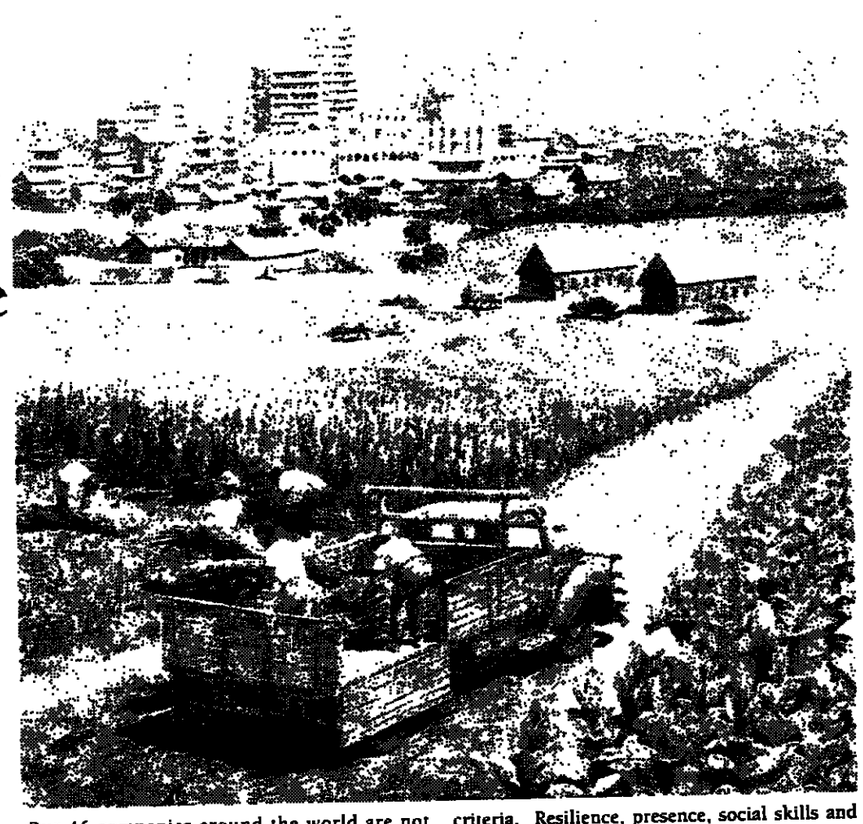
A Whitehead Mann Group PLC Company

whitehead **selection**

NEWLY QUALIFIED ACCOUNTANTS

Most companies keep their best people at Head Office

Ours are at the heart of the business.



Our 46 companies around the world are not managed by remote control. They are run by people who live in the local community, understand the local culture and speak the language.

Every few years these people move to new parts of the world and begin afresh, developing their careers and making themselves at home in environments as diverse as Africa, Asia, the Far East, the Americas and Europe.

The business management challenge is always uncompromisingly tough. Technical skills are tested to the limit and, since we expect people who join us as newly qualified Accountants to rise to Financial Directors in their early 30s, they have to be ready for senior level responsibilities at an early stage.

It's a career that makes weighty demands of even the most talented young graduate Accountants, which is why we impose such stringent selection criteria. Resilience, presence, social skills and linguistic aptitude are essential.

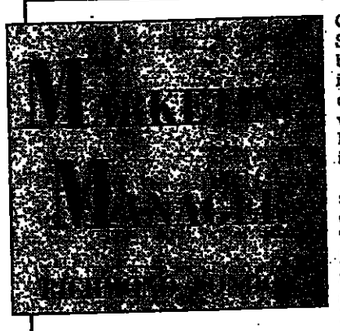
Of course, as a member of British-American Tobacco, the world's leading tobacco business, you will enjoy first-class compensations.

We provide good training, as well as a full expatriate package, including an excellent salary and free accommodation.

If you believe you have the potential for an international career in business management, please write for an application form and further information to Jean Dempsey, British-American Tobacco Company Limited, Millbank, Knowle Green, Staines, Middlesex TW18 1DY, or telephone (0784) 448277 (24 hour answerphone) for an application form. Closing date for applications February 10, 1992.

BAT

A member of the B.A.T Industries plc Group

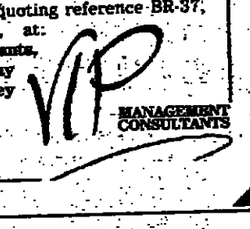


Our client, William Grant & Sons Ltd., the family-owned Scotch Whisky distiller, is seeking to recruit a top-flight brand strategist with a "hands on" approach to implementation. His/her task will be to drive the development of Glenfiddich – the world's leading malt whisky brand – and to work closely with the Sales Management team to ensure that brand strategies are implemented around the world.

Ideal candidates will currently be working in a similar role on an international brand in the Drink or other similar consumer "image led" product sector. They will be experienced in developing and implementing plans relating to all aspects of the marketing mix. They will also have the interpersonal skills necessary to work with a team of Regional Managers, and with distributors and service agencies in the UK and overseas.

Candidates are likely to be in their early 30's with at least seven years' relevant experience. If you have the necessary ability to fulfil this challenging position then please post/fax your CV, quoting reference BR-37, to Vincent O'Hagan, at:

VIP Management Consultants, Birch Cottage, Ridgeway Close, Cranleigh, Surrey GU6 7JD.
Tel: 0483-268298.
Fax: 0483-268299.



UNEMPLOYED? NEW CAREER NEEDED?

Please contact James Gunn to discuss our highly innovative approach – we'll achieve unique competitive advantage for you!

THE JAMES GUNN CONSULTANCY
7 Southridge Place, The Downs, London SW20 8JQ.
Telephone: 081-879 0220 Fax: 071-225 2816

THE FOOTBALL ASSOCIATION

COMMERCIAL DIRECTOR

The Football Association is seeking to appoint a Commercial Director to be responsible for all commercial activities including sponsorship, licensing and merchandising, etc.

Salary negotiable and attractive remuneration package.

Applications to
The Chief Executive,
The Football Association,
16 Lancaster Gate,
LONDON. W2 3LW.

FACING A CAREER MOVE?

- MMI specialises in the most advanced Career Development services, providing cost-effective help to a fast and productive move.
- Practical techniques include individual preparation for the recruitment market and sophisticated Job Search Programmes with personal introductions for unadvertised appointments.
- For an initial consultation, free and without obligation, at our offices west of London, telephone 0276 - 686327

MMi For Management On The Move.

HOSPITAL DIRECTOR
THE PRIORY HOSPITAL
c.£38K, Car + Benefits

As a result of the promotion of the present incumbent, Priory Hospitals Group, the largest provider of private acute psychiatric care in the U.K. is seeking to fill the post of Hospital Director at The Priory Hospital, Roehampton.

The Priory Hospital is the largest and perhaps best known hospital in the Group, having achieved substantial academic standing and reputation for the treatment of psychiatric illness.

The ability to motivate and lead a multi-disciplinary team of Clinicians and Managers in a challenging market environment, whilst maintaining quality and value for money in the extensive range of services provided, will require a senior manager with creativity, a proactive approach to management and excellent interpersonal skills.

Health care experience will be a distinct advantage but it is not essential in a candidate who displays the right mix of skills and experience.

Applicants should send a C.V. (or telephone for further details) to **Stuart Vere, Director of Operations, Priory Hospitals Group, Priory Lane, Roehampton, London SW15 5JJ Tel: 081 878 9559, by 31st January 1992.**

Galileo is a highly successful partnership formed by ten of the leading names within the travel industry, supplying travel agents internationally with the latest generation of global computerised reservation and information systems.

COMMUNICATION SYSTEMS CONSULTANT

C. £33,000 + car + benefits

Swindon

We have a forward-looking marketing strategy and the strength of one of Europe's most powerful non government Data Centres behind us. This poises us to achieve further dramatic growth in the years ahead.

The Communication Systems Consultant we now appoint will play a high profile role in these exciting plans. Taking a worldwide view of our business, your brief will be to successfully develop our communications integration environment in line with changing needs.

This means supporting and developing the defined architecture, and researching the effects of legislative and technical progress in our industry. You will also be involved in close liaison with Galileo planning groups and other CRS members to examine long-term requirements.

You will therefore need to be a highly self-motivated individual, educated to at least degree level in a technical subject, and ideally possessing a Business Management qualification. At the same time, you must have at least seven years' telecommunications experience covering a broad range of equipment and services including X25, SNA and LAN protocols.

At least three to five years must have been spent in a planning/management role within an operational environment. Excellent communication skills, a good understanding of the budgetary process and the ability to produce business reports are all equally important.

The package on offer, which includes a car, relocation where appropriate and a comprehensive range of benefits, reflects the seniority of this role, and the emphasis we will place on your potential.

Please send or fax your CV, quoting advertisement number 070/08/8007/112/3, to: Pat Staunton, Resources International plc, 31 Bedford Square, London WC1B 3SG. Fax: 071 323 3094. Alternatively, call her on 071 323 5544 until 10pm each evening, or 071 323 9045 late evenings and weekends.

GALILEO

COMPUTER MAINTENANCE SALES EXECUTIVE

OAS, a subsidiary of Olivetti Systems & Networks Ltd, specialises in the maintenance of WANG, WORDPLEX, XIOS SYSTEMS & PCs.

Experienced sales executives & independent consultants required to sell our services to selected target accounts. Excellent OTE.

For information, please telephone 0483 39496, or write to the Managing Director, OAS, OAS House, Merrow Lane, Guildford, GU4 7BN.

CHEM SYSTEMS

PETROCHEMICAL/PLASTICS INDUSTRY CONSULTANTS

Chem Systems is one of the principal international consulting groups providing business planning services to the chemical process industries.

We are seeking two additional consultants to work in the fields of petrochemicals or plastics. Both candidates must have a degree in chemical engineering or chemistry and five to ten years' relevant industry experience. The preferred age range is 28-35.

The positions offer an interesting and rewarding career in a well respected and vigorous company.

An attractive salary and generous fringe benefits are offered for both positions.

Please write enclosing full CV to: Personnel Officer, Chem Systems Ltd, 28 St James's Square, London, SW1Y 4JH.

MANAGEMENT CONSULTANT/ PSYCHOLOGIST/ PSYCHOTHERAPIST

Required to provide onsite coaching for business executive in financial services industry. Good management record required, HR training desirable, for team for large culture change project. Based Edinburgh, full time. Competitive salary. Immediate start. Send CV to: Clare Freeman, Giddynap House, Amberley, Stroud, GL5 5BA.

CAREER OPPORTUNITY

Facing redundancy or seeking a career change? A critical time.

The Pathfinder Partnership can help you find the right personal direction. As career guidance specialists for directors and senior managers, we have the expertise to professionally market you with prominence given to the unadvertised job market. Call us for an informal exploratory discussion without obligation. Government assisted loan scheme available to suitable applicants. Full details on request.

The Pathfinder Partnership
178-202 Great Portland Street, London W1N 6LJ
Tel: 071 631 0348. Fax: 071 636 5592

Omega House, 6 Buckingham Place, Bellfield Road, High Wycombe, Bucks. HP13 5HW. Tel: 0494 452791. Fax: 0494 439543.

Avon SALES PROFESSIONALS (London*)

£21-£27K basic £31-£40K OTE + car

This is an excellent opportunity for an experienced sales professional to develop their account management and new business skills with the UK's leading supplier of quality PCs and PC Networks to the Education market.

We have an enviable reputation for providing leading edge microcomputing solutions to Further and Higher Education establishments. You will be responsible for further increasing our market share in these areas by developing long-term customer relationships and new business opportunities. Ideally based in Avon, your territory will cover South Wales, Avon, Hereford & Worcestershire and some of the West Midlands.

You should be able to demonstrate a successful track record in systems and hardware sales, with a background in PCs, LANS and connectivity products. Well developed planning, organisational and presentation skills are essential as is the ability to negotiate at senior levels.

Highly motivated and resourceful, your commitment and enthusiasm will be rewarded with a competitive basic salary plus commission, a fully expensed company car, an attractive range of benefits and excellent prospects for career and personal development.

If you have the drive and ambition to succeed, send your cv to Claire Rogers, Research Machines Plc, New Mill House, Milton Park Estate, Abingdon OX14 4SE.

(We also invite cvs for consideration for an imminent vacancy in London).*

RM is an equal opportunities employer and vacancies are open to all, irrespective of sex, race or disability.

RM RESEARCH MACHINES

SALES AND SUPPORT OPPORTUNITIES

DATA NETWORKS

Mercury is the dynamic new force in communications. Our voice and data network is growing rapidly, both in the U.K. and worldwide. In five years we have expanded to employ more than 8,500 people and our customer base is increasing by over 100% per annum. We intend to be a £2 billion turnover business by 1995.

Our Data Network Services organisation plays a critical role in the expansion of our Managed Network business and a number of sales and support opportunities have arisen, based in our Middlesex Headquarters.

Sector Sales Consultants

Reporting to the National Business Manager, these individuals will be responsible for the identification, qualification and winning of Network Services business within one of the following industry sectors:-

* Finance * Retail
* Petrochemical * Leisure

Candidates must possess a proven sales track record in the computer or communications industries and demonstrate an in-depth understanding of one of the selected markets. Ideally aged 25-40 with a relevant degree, the ability to make an effective contribution as part of a multi-disciplined team is essential. Excellent interpersonal and communication skills are assumed.

The benefits package includes a basic salary of around £30,000 with target earnings circa £45,000 and a choice of company car.

Pre-Sales Support Consultants

Reporting to the Sales Support Manager, these individuals will provide technical pre-sales support to Sales Consultants, identifying service solutions based on Mercury's product portfolio.

We require candidates with extensive technical experience in large scale data or voice networks combined, ideally, with pre-sales support experience in a systems or services environment.

Again, the preferred age range is 25-40 with a degree, but first class interpersonal skills, a flexible attitude and an affinity with the customer environment are more important.

The benefits package for these positions includes a salary of up to £30,000 and a company car.

Please send a comprehensive C.V. to our advising consultant David Abbott at: David Abbott and Partners, Lords Court, St. Leonards Road, Windsor, Berkshire SL4 3DB, fax it to him on 0753 850052 or telephone 0753 830952 for further information.

Mercury COMMUNICATIONS

POWERED · BY · PEOPLE

PROPERTY DIRECTOR

A high-profile management role
M4 corridor
c.£39,000 + relocation package

This is a unique opportunity to join an organisation operating in a stimulating, commercial environment, with an enviable high profile, built up over many years of success in their field.

Our client is seeking a Property Director to join the dynamic management team. You will be responsible for the management of an extensive quality portfolio of industrial and commercial premises and sites. Working closely with consultants, an important part of this role will be the realisation of capital from the disposal of assets, to provide essential funding for future development.

Probably aged 35 or over, you must be able to demonstrate a proven track record in property management. You will have achieved your success through a combination of innovative and creative thinking, as well as strong leadership skills.

In return, you can expect a challenging future, with a competitive package which includes a performance-related salary dependent on level of experience, and lease car.

To apply, please send your cv with covering letter, indicating your current salary, which will be forwarded to our client unopened. Address to the Security Manager if listing companies to which it should not be sent. **Ref: C1531/ST, PA Consulting Group,** Advertising and Communications, St. Brandon's House, 29 Great George Street, Bristol BS1 5QT. Closing date for applications: Monday 17th February 1992.

PA Consulting Group
Creating Business Advantage
Executive Recruitment · Human Resource Consultancy · Advertising and Communications

Marketing Director

... a classic FMCG marketing challenge

North West — c£40,000 + car

With a long established tradition of customer service and now part of a larger group, our client supplies a wide range of branded and own label products to a number of demanding market sectors. Reflecting a commitment to sustained, long-term growth, the company is now seeking to establish a professional marketing function, enabling it to more effectively target sales opportunities and increase future profitability.

In this newly created position, your brief will be to originate and implement an innovative marketing strategy for the business. In particular, you will evaluate and strengthen its corporate identity and individual brands; introduce specific marketing plans by product group and customer account; develop and launch new, non-traditional products and services; seek out and exploit new distribution sectors, both in the UK and Europe; and control all aspects of A+P and trade marketing.

This is a critical appointment demanding a graduate with excellent communication skills, a resilient, determined character and high commercial awareness. Probably - but not necessarily - aged 35-40, you will have received a "blue-chip" training and will now be an established Marketing Manager, well versed in all elements of the marketing mix. Particular experience of own label, trade marketing and NPD in the grocery multiple sector is desirable.

In return, the salary and benefits package is highly competitive and will, of course, include relocation assistance where appropriate.

If you would like to make a practical, long term contribution to the continued success of our client, please write to Jonathan Warnock with full career and salary details, quoting reference JW/973. All applications will be treated in the strictest confidence.

KPMG Selection and Search
7 Tib Lane, Manchester M2 6DS

Your Systems Programming Skills Could Be Your Passport To A New Career

LONDON

If you have at least six years' experience in systems programming with DEC or IBM Mainframes, your talents and skills could now open up a whole new avenue for a career in Computer Audit.

Here, at Cable & Wireless, we're constantly appraising the effectiveness of the operational and financial controls in the Information Systems of our worldwide network of operating companies. We need someone with practical computing abilities to assist in this process, and to contribute to the development of efficient systems with their own internal controls.

Many of the projects with which you will become involved centre on the integration of computing and telecomms technologies – and all of them will have a real and measurable effect on company performance and profit.

As one of the world's leading telecommunications companies, we can offer you the kind of prospects and variety that few other British companies can match.

We'll provide you with all the training you need to act as an audit leader, determining each project's scale and scope, drafting audit reports, evaluating the major points they raise and guiding the implementation of any subsequent change.

As well as your systems programming skills, some networking or communications experience would be an advantage. You should be able to get on well with all sorts of people – from technical experts to non-technical end-users – as well as working unsupervised and on your own initiative.

In return, you can look forward to an excellent salary and benefits package, opportunities for travel both in the UK and overseas, and superb and varied long-term career prospects within the Cable & Wireless Group of companies.

Take your first step today by writing with full career details to Christine Ferguson, Personnel Officer, Cable and Wireless plc., New Mercury House, 26 Red Lion Square, London WC1R 4UQ. Tel: 071-315 4008.

No agencies.

CABLE & WIRELESS
THE WORLD TELEPHONE COMPANY

IF YOU WANT TO SUCCEED IN EUROPE, CHOOSE THIS CHANNEL

Distribution Sales Manager

COMMS and/or UNIX/VME/IBM/DEC — **£45K OTE + CAR + BENEFITS**

This is an ideal opportunity for you to show what you can do – in both the UK and Europe.

Our client has a very well respected portfolio of Open Systems-based comms and mass storage products – at the high performance end of the market – and plenty of potential for further rapid growth.

So this highly profitable US company is looking for someone to take full control of the existing distributor network: sharpening up the strong points, filling gaps where they exist – and co-ordinating this year's launches of several new 'leading edge' products.

It's a comprehensive management role, demanding a thorough understanding of what distribution selling is all about. So you should be an experienced sales professional with a good awareness of marketing and distribution strategy.

You'll also need a sound grounding – either from selling comms products or services, or by specific involvement in one of the technical environments shown above, or a mix of both.

Willingness to travel extensively is essential and any European sales experience, with language skills, would be an advantage. In return you'll be part of a lean and focused team, and earn a competitive package that includes BUPA and first-class pension scheme.

Please contact Martin McIntyre, Neil Mehta or Tracey Laing on 0344 860919 – Sunday between 2–6pm or any time during the week. Or send your CV, quoting reference ST0424 and a daytime telephone number in the strictest confidence, to the TSI Group, Columbia Centre, Market Street, Bracknell, Berkshire RG12 1PA. Facsimile: 0344 860581.

TSI Group QUALITY IN SERVICE

Supply Chain Manager

Total Manufacturing/ Distribution Logistics

to £30,000, Car

North West

This leading FMCG manufacturer is increasing sales in a competitive marketplace. Whilst leading design and product quality helps to sell the products, it is service to the major retailers from efficient manufacturing that develops relationships and profitable business. This new role will co-ordinate all the scheduling activities from raw materials to production loading to warehouse stock and transportation through to the customer. Full use is to be made of the actual sales data and market projections to forward plan capacity and control stocks.

Probably in your late 30's and of graduate calibre, you must be fully aware of the breadth of modern scheduling techniques and have successfully managed a system appropriate to a fast throughput, highly responsive facility. You will have ideally operated in both a manufacturing and warehouse/ distribution environment or possibly for the retailer with close supplier contact. Team management skills must be well developed with strong interpersonal skills for comprehensive internal influence and customer liaison.

Opportunities will develop with this forward looking, expanding company.

Candidates should send a comprehensive c.v. or telephone for an application form to Howgate Sable & Partners, Arkwright House, Parsonage Gardens, Manchester, M3 2LF. Tel: 061-839 2000 quoting reference (S.T. 618F).

Howgate Sable

ASSC FOUNDER MEMBER

EXECUTIVE SEARCH AND SELECTION

GENERALIST HEAD OF PERSONNEL

To bring IR strength and proven skill in staff development to a growing – and changing – manufacturing operation

Up to £35,000 + car — **South West**

This specialist division of a major aerospace group is poised both for growth and for change.
We are looking for an experienced Human Resources professional to work closely with the MD in spearheading that change, taking a young and progressive management team from traditional working practices to an approach which will reflect the best of modern HR thinking. Our professional requirements are easily stated: essentially it's a generalist role, and we need generalist strengths, but we will be looking for particular expertise in management/staff development (without the luxury of an enormous budget) and the ability to build on an already good Industrial Relations climate.
The necessary personal characteristics tighten the specification considerably: our appointee will almost inevitably be a graduate (and it really is the brain we're looking for!); youth will be important to us, but that will be about attitude of mind, not a date on a birth certificate; it's a manufacturing company, so proven comfort in that area will be important; finally, the personnel function should make an input to general management thinking, so we need candidates who will be able to contribute at that level – and will enjoy the opportunity. Success in this role will offer potential for fast career development – perhaps in personnel, perhaps in another function – elsewhere in the group.
Please send full career details, quoting reference WE 2010, to Terry Ward, Ward Executive Limited, Academy House, 26-28 Sackville Street, London W1X 2QL. Tel: 071-439 4581.

WARD EXECUTIVE LIMITED
Executive Search & Selection

Head of Information Systems

Edinburgh **£55,000 plus**

▪ This is a new appointment at the centre of a dynamic financial services organisation which is embarking on a vital period of I.S. change, closely linked to the achievement of objectives which include further substantial growth.

▪ The main thrust is to provide strong leadership within the I.S. function and to work with management at the highest level on strategic issues. Key tasks will include a review of the I.S. organisation and the development of a high quality team able to respond to rapid business change.

▪ The requirement is for a record of achievement in a similar role, at or near board level in a fast-moving, multi-unit business environment. Experience of insurance, banking or other large-scale financial services would be useful but equally important is a depth of technical knowledge and a good strategic view of the use of I.S., backed by a robust management style.

▪ **Age:** Ideally 35-40.
▪ **Location:** Edinburgh.
▪ **Rewards:** Substantial, and unlikely to be a limiting factor.

▪ **Please write in complete confidence to Peter Craigie as adviser to the board, Ernst & Young Corporate Resources, 17 Abercromby Place, Edinburgh EH3 6LT.**

ERNST & YOUNG

GENERAL MANAGER
- operations & contract management
Thames Valley c£45,000 Package + car

Our client is a successful and growing high-profile plc. A major organisational review has led to the creation of this new division, with responsibility for all operational repair and maintenance activities for the business.

Your challenge is clear – to develop and implement a highly effective business unit, encompassing high volume repair and capital programmes throughout a wide region. The key to success will be the appropriate utilisation of in-house and contract staff (c 900 in total at present), the introduction of progressive working arrangements, and customer service initiatives.

You will be of graduate calibre, with significant success in a relevant senior operations management role, ideally involving civil engineering contracting. The management of contractors, and excellent leadership, communication and industrial relations skills are essential. Commercial flair, and the determination to achieve improved business performance, will be critical to success.

Please write, in confidence, with career details and current salary to Mike König, quoting Ref. 1224, at Regent Consulting, Prince Regent House, St. Giles Close, Reading RG1 2SA. Tel: (0734) 560522. Fax: (0734) 560434.

Regent Consulting

EXECUTIVE SEARCH AND SELECTION DIVISION

Director of Consumer Affairs

Office of Fair Trading

The Office of Fair Trading is a non-Ministerial Government Department headed by the Director General of Fair Trading with responsibilities for competition policy and consumer protection. The Consumer Affairs Division is one of two policy divisions of the Office, with over 170 staff and a budget exceeding £4 million. Its aim is to promote and safeguard the economic interests of consumers and to ensure that they are both well informed and protected against unlawful and deceptive practices.

The new Director of Consumer Affairs will provide the leadership for a management team dedicated to producing high quality results. You will provide an innovative contribution to the development of policy and law in the consumer sphere. The Director will promote the Office and its policies, maintaining good communication links with local enforcement authorities, other Government departments, consumer organisations, and a wide range of trade and professional bodies. You will be an effective spokesman on behalf of the Office at conferences and with the media.

This is a significant national role which calls for a natural leader who can successfully motivate and who is an excellent communicator with outstanding presentation skills. The need to solve a wide range of consumer problems and produce new ideas whilst working within established legislative frameworks will interest someone with previous relevant experience gained in the consumer affairs field, the legal world, business, and central/local government. Experience of strategic planning and execution at senior level is highly desirable and working with legislation would be an advantage although not essential.

The appointment will be for a period of 5 years. Salary is in the range £51,300 – £59,000. Relocation assistance up to £5,000 may be available in certain circumstances.

For further details and an application form (to be returned by 14 February 1992) write to Recruitment & Assessment Services, Alencon Link, Basingstoke, Hants, RG21 1JB or telephone Basingstoke (0256) 468551 (answering service operates outside office hours). Please quote ref: C/1477.

The Office of Fair Trading is an equal opportunities employer.

Are you smarter than your bosses?

Think about it for a moment. Are they capable of giving you the support you need and the recognition your initiative deserves? More importantly, are they actually standing between you and the achievement of your ambitions?

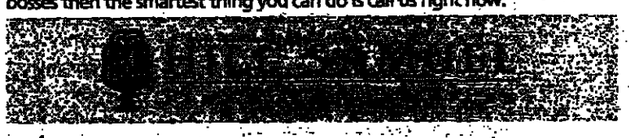
If so, perhaps it is time you worked for someone you do respect - yourself.

As a Hill Samuel Financial Services Adviser you will have the freedom of running your own business and the security of knowing you are backed up by one of the United Kingdom's leading financial services companies.

This backing begins with in-depth training and continues throughout your career with administrative and marketing support.

Of course you will have to be shrewd enough and brave enough to make your own decisions. But that's the opportunity you're probably seeking anyway.

So why not call Morag Brennan on 081-686 4355 between 9.00 am and 5.30 pm or write to her at Hill Samuel Financial Services, FREEPOST, Croydon CR9 9ES, to find out more about the nationwide opportunities that exist with us. Alternatively, leave a message outside office hours on 081-686 7687 remembering to quote reference STIC1. If you really are smarter than your bosses then the smartest thing you can do is call us right now.



YOUR BEST INVESTMENT IS A NEW CAREER WITH US

Hill Samuel Financial Services is a trading name of Hill Samuel Investment Services Limited, which is a Member of LAUTRO and IMRO.

£40,000 + car **South of England**

Divisional Personnel Manager

One of Britain's blue chip companies where the essence of the business is customer satisfaction, wishes to continue its expansion programme by making the above long-term career appointment.

You will be a key member of a commercial management team committed to developing the business through aggressive market share growth which will be achieved by consistent high standards of customer service.

You will direct your own team of highly qualified management. It is envisaged that this appointment will lead to much wider Group activity.

Candidates, male or female, are likely to be aged between 26 and 32, must be educated to degree level, ideally with an MBA. Experience will have been gained within a sophisticated HR environment, preferably with a fast-moving and markedly commercial public company demonstrating positive interpersonal skills and especially orientated to the bottom line.

Ambition, energy and a fast dynamic approach are also essential qualities. Career prospects, based on a substantial personal contribution to company performance, are outstanding.

Please contact in absolute confidence:
Paul Meechan at Craig Vidler Associates Ltd
3 Cavendish Court, 11/15 Wigmore Street, London W1H 0AJ
Tel 071 580 0843 or 071 580 6866 Fax 071 629 1596

executive search and selection
CRAIG VIDLER ASSOCIATES LIMITED C.V.a

Consultants on software markets c£30k

Ovum is a fast growing company which provides information and advice to IT suppliers, users and government policy makers. 70% of our revenues come from outside the UK. We need to recruit senior consultants for our growing business. They will:

- want to research and write one of Ovum's market reports on new developments in computing, and work on consulting assignments
- have a good degree and at least five years relevant experience in software marketing or consulting
- have sound knowledge of one or more of the following topics:
  - Cose
  - object-oriented technology
  - open systems.

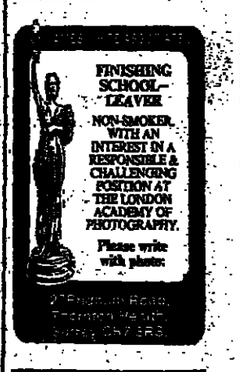
Fluency in more than one European language would be a considerable advantage.

To apply, please write enclosing your CV to:

Lena Bertrand
Ovum Ltd
7 Rathbone Street
W1P 1AF

Ovum

GENERAL APPOINTMENTS



3 TRAINEE BROKERS

Aged 22 plus required by leading City firm. Full training given. £21k p.a.
Call 071 621 1811.

Inchcape

ARABIAN GULF – COMPANY

Financial Controller

This career appointment offers the opportunity to be at the forefront of managing an operating company within Inchcape, the £3 billion T/O British international services and marketing group. Working closely with the Managing Director (and deputising for him in his absence) the successful candidate will have the opportunity to develop his general management skills in successfully contributing to setting and achieving business objectives both in terms of continued profit improvement and growth. The company has an established record of being highly profitable in marketing world class brands of FMCG, wines, spirits and beers, and industrial products. Candidates ideally aged mid thirties and qualified are likely to come from a fast moving business background where their commercial decision making skills are constantly called upon. Total personal commitment to the business and the highest standards of professionalism and integrity are required together with the experience of working with a size of business in the $50–100 million T/O range. Responsibilities will include management/statutory accounts, forecasts, budgets, plans, treasury management, and MIS. The comprehensive package on offer includes an attractive tax free salary, free family accommodation, car allowance, school fees and a range of other valuable benefits. Candidates should write in confidence to Roger Lilley at the address given below with full career details and contact telephone numbers.

Roger Lilley Associates
International Management Recruitment
Castle House, 159 Grenfell Road
Maidenhead, Berks, SL6 1HA (Fax No 0628 782727)

ROGER LILLEY
ASSOCIATES
International Management Recruitment

SALES CONSULTANTS

Rapidly expanding travel group requires additional sales staff for its central London office.
The successful candidates will be educated to degree or equivalent level, will have travelled extensively and have previous sales experience. Excellent salary and benefits package including travel concessions.

Please write enclosing full CV to:

Dale Hughan, Personnel Manager, Flight Bookers Ltd., 118 Tottenham Court Road, London W1P 9HL

PERSONNEL DIRECTOR
Europe, Middle East, Africa

John Crane International is the world's leading supplier of mechanical sealing systems for rotating equipment. The company serves OEM and process industry customers throughout the world. We wish to appoint an experienced Personnel Director to cover our Europe, Middle East and Africa Region.

Based at the Region's headquarters in Slough, the successful applicant will be a member of the senior management team reporting to the Managing Director, and will have a vital role to play in developing the business by providing quality HR advice and support to profit centres within the Region. Key areas of involvement include organisation development, senior recruitment and selection, compensation and benefits, management development and training.

Applicants should be graduates, aged 35-45 years, with several years of personnel experience at a senior level including European exposure. Candidates should be good communicators with the ability to work with and influence senior management. Regular contact and travel throughout the Region is involved and applicants should ideally be fluent in at least one other European language.

This important position offers remuneration, bonus, company car and benefit packages appropriate to an organisation of John Crane's size and reputation.

To apply, write with CV to:
David Short
Human Resources Director
John Crane International
Lambourn Court
Abingdon Business Park
Abingdon
Oxon OX14 1UH

John Crane

A member of the TI Group

ALL BOX NO REPLIES SHOULD BE SENT TO:

BOX No.....
BOX NO. DEPT
P.O. BOX 484
VIRGINIA STREET
WAPPING LONDON E1 9DD

SALES AND MARKETING

DATA COMMUNICATIONS SALES
£50k OTE, CAR + BENEFITS

Major growing company part of £100m Group. You must have a strong track record selling turnkey solutions to blue chip companies. In house support is excellent and expanding.

Contact JULIAN LITTLER today on 081-679 3062 or send cv to ARCHITRON STEWARD LTD
Nash House, Old Oak Lane, London Nw10 6DH
081-965 9888

ENGINEERING APPOINTMENTS

pluspetrol international, inc.

Located in Houston, Texas, with headquarters in Buenos Aires, is expanding its exploration and production search in the international arena.

PLUSPETROL is seeking an experienced international petroleum professional with extensive background in and knowledge of most of the petroleum provinces of the world to assist the International Vice President in identifying new opportunities. A technical degree (or degrees) is a prerequisite, and extensive travel to all parts of the world will be required. Fluency in or knowledge of one or more languages, other than English, will be a factor.

Qualified candidates should send resume and salary history to:

Office Manager
PLUSPETROL INTERNATIONAL, INC.
5599 San Felipe, #870
Houston, Texas 77056
Fax: 713 961 1097
PRINCIPALS ONLY EEO NO PHONE CALLS PLEASE

هكذا من الأصل

071-481 4481

GENERAL APPOINTMENTS

FAX 071-782 7826

TRAIN FOR THE 21st CENTURY

TRAIN FOR A CAREER IN COMPUTER MAINTENANCE

- ATTRACTIVE SALARIES & BENEFITS
- CAREER DEVELOPMENT & PROGRESSION
- VARIED & INTERESTING WORK
- MOBILITY
- PLEASANT WORKING ENVIRONMENT
- JOB SECURITY
- STATUS
- JOB SATISFACTION & INVOLVEMENT

Regardless of previous experience, if you are aged eighteen or over and pass our aptitude tests, Cerco's professional seven week full-time training programme provides the proven gateway to employment in the rapidly expanding computer maintenance industry.

An effective free placement service is provided and affordable, easy payment terms can be arranged to cover course fees.

For details of how you can benefit from Cerco's training and placement programme, write to:-

Cerco Training Limited
FREEPOST
Nantwich
Cheshire
CW5 6BR

Or phone 0270-626300

MACH TECHNOLOGY

NeXT and Apple Computer Sales

Expanding Computer Solutions company needs ambitious salespeople. 40% Commission based. Call 071 277 8710 for more details.

A CAREER IN PROPERTY SALES

Faron Suteria

Even the best of sales people require an effective environment if they are to achieve to the limit of their capability. In our view an effective environment is one where there is substantial opportunity, exceptional management, cohesive teams and a positive yet pragmatic attitude to producing business.

In the depths of the worst recession since war very few environments such as this exist. At Faron Suteria we offer each of our staff the support, the training, the career structure and the rewards to achieve at their best.

Faron Suteria is one of Central London's most successful independent estate agents with a hard earned reputation for consumer service and achievement that is second to none.

You will be aged between 25 years and 35 years. Experience of estate agency is not required as a comprehensive training programme is provided but you will need to be a driven individual who has a considerable desire to achieve success and a track record which can illustrate that you have both feet on the ground.

Salary and commission will yield an income of circa £20,000 in the first year, circa £25,000 in the second and in excess of £30,000 in your third year. An expense paid Company car is provided as is private medical insurance.

If you would like to explore your career with us in the first instance please foward a detailed C.V. with a handwritten letter of application to **Ref: PF/SE Faron Suteria, 89 Notting Hill Gate, London W11 3JZ.**

Chief Executive

The Cottage Homes

Mill Hill **£35,000-£40,000**

▪ The Cottage Homes is a long established charity with income c. £3m currently providing care on three estates for over 500 residents from the retail and wholesale trade.

▪ The current Chief Executive will shortly be retiring and there is a need to appoint his successor to develop the charity through a challenging period as care in the community evolves and changes.

▪ Candidates, probably aged 45-55, should have already had general management experience with budget responsibility which they can apply to the overall management and development of the Estate and have the stature to build strong relationships with major supporting companies at the most senior level. Key attributes will be energy, enthusiasm, subtle persuasiveness and the personal chemistry required to establish affinity with the staff and residents of The Cottage Homes as well as work effectively with the Board. A knowledge of, or demonstrable interest in care and welfare would be ideal.

▪ ***With your curriculum vitae, which should include current remuneration, also comment on your understanding of the issues confronting The Cottage Homes in the 1990s and how you would address them. Please quote Reference CA 387 and apply to Carrie Andrews at Ernst & Young Corporate Resources, Becket House, 1 Lambeth Palace Road, London SE1 7EU.***

ERNST & YOUNG

Royal Academy of Music

President
HRH The Princess of Wales

Principal

A rôle in music of influence and importance – to lead and promote the activities of one of the world's finest conservatoires. An exceptional musician is sought within one or more of the following disciplines - performer - academic musician - composer - conductor - arts manager – who will direct the Academy in a dynamic way, enhancing its reputation for teaching a comprehensive range of musical and associated subjects. A person of integrity and high intellect, capable of inspiring outstanding musicianship throughout the Academy.

QUALIFICATIONS

- A musician and/or teacher of international renown, widely respected and with impeccable credibility.
- A good communicator at all levels with the ability to fulfil the Academy's leading ambassadorial rôle.
- Dedicated to the pursuit of excellence.
- Available to assume the appointment in July 1993 when the current Principal, Sir David Lumsden, retires.

RESPONSIBILITIES

- Reporting to the Board of Directors, the Principal has full executive responsibility for the academic and administrative functions of the Academy.
- Determining and implementing strategy and policy, in conjunction with the Managing Director on administrative matters and the Warden on academic matters.
- Reviewing and enhancing the quality of teaching and academic standards.
- Representing the Academy at the highest political and professional levels.
- Fostering the Academy's international profile.
- Encouraging support, both financial and otherwise, from industrial and commercial sponsors.

Applications in confidence to: Mr Guy Whalley, Chairman of the Board of Directors, The Royal Academy of Music, Marylebone Road, London NW1 5HT

Royal Academy of Music

National Asthma Campaign

DIRECTOR

£26,460 -32,340 **Islington N1**

Asthma is the only controllable disease still on the increase. Three million sufferers in the UK - many of them children - need us to find the cure.

The National Asthma Campaign which has an income of £2.6 million is the only major UK charity which is dedicated exclusively to asthma. We fund research, provide education and advice both written and by telephone, and provide support at a local level through our branch network.

Reporting to the Board of Management you will be fully responsible for all aspects of our work including co-ordinating a fundraising strategy, campaigning, promoting a national identity, developing initiatives and working relationships with other agencies and overseeing the trading company. You will be managing a rapidly growing charity, employing 27 staff with an additional 10 honorary regional organisers nationwide.

You will need broad management expertise in the voluntary sector, excellent communication skills and relevant expertise in possibly education, fundraising, PR or campaigning.

The position is based at our new headquarters in Islington. A certain amount of travel in the UK and overseas will be required.

Closing date for completed applications will be Friday 28th February and first interviews will be held on Tuesday 17th March. For full details contact Charity People quoting reference NA008 on 071 721 7585 or write to them at the address below.

Charity People
Suite 308 The Chandlery
50 Westminster Bridge Rd
London SE1 7QY
Tel: 071 721 7585
Fax: 071 721 7613

CHIEF EXECUTIVE

c.£50,000 plus benefits

The Borough of Rushmoor is a compact, vibrant, mainly urban area, which reflects a total commitment to the future – with its growing advanced-technology based economy and highly literate population – against a background of ongoing pride in its unique historical military traditions as the 'Home of the British Army' at Aldershot and the 'Birthplace of British Aviation' and the continuing development of aerospace research at Farnborough. The Borough, ideally located in North-East Hampshire between London and the New Forest, enjoys easily accessible road, rail and air links providing excellent communications with most places in Britain and abroad.

We have a justifiable reputation as a progressive Authority, providing a wide range of quality services, through staff of the highest calibre and a belief in entrepreneurial business methods. Recent years have seen an increasing emphasis on a customer orientated approach, but there can be no complacency. We are determined to maintain and improve our standards by building on our past successes, despite the current problems and uncertainties facing local government.

The impending retirement of our Chief Executive, Don Hartley, creates the need for a successor with the ability and experience to guide the Council, lead our professionals and adapt the Organisation, as necessary, in achieving our policy aims. This is a very demanding role, requiring exceptional leadership, managerial and communication skills confirmed by a proven record of initiative in managing a large organisation, preferably in the public sector. No particular profession is specified, but applicants must hold a recognised qualification and be educated to degree standard. Of greater importance is a developed sense of vision, timing and purposeful direction, coupled with drive and enthusiasm.

If you are able to meet this challenge and are interested in further details of what Rushmoor offers in return, then request an application form and information pack from:

Bill Cooke, Head of Administration and Personnel, Council Offices, Farnborough, Hants. GU14 7JU (Tel. 0252 516222 ext 4585 or 0252 373474 – 24 hr ansaphone).

Closing date: Friday 7th February, 1992.

RUSHMOOR BOROUGH COUNCIL

DENMAN COLLEGE

The short term adult residential College of the National Federation of Women's Institutes.

The Management Committee invites applications for the senior post of

BURSAR

on the retirement of the present Bursar in June 1992.

Working within a College team of forty the successful applicant will be a proven financial manager conversant with fully computerised accounting procedures and have relevant practical and managerial experience in Estate Management. He/She will be mature and be familiar with up to date Health and Safety legislation. It would be an advantage to have background experience in Adult Education or Training.

Salary Scale: c. £20,000.
Annual Leave: 22 days.

Particulars of the post may be obtained from
Mrs Diana Kerley,
Denman College,
Marcham,
Abingdon, Oxon,
OX13 6NW.
Tel: 0865 391991.

Closing date Monday, 17 February 1992.

NATIONAL FEDERATION OF WOMEN'S INSTITUTES

SALES DIRECTOR

A national retail company with approximately 70 outlets is looking for a dynamic and proactive Sales Director to develop and grow their existing business.

A proven track record in sales management in the retail field for at least ten years is required. The current turnover is in excess of £30 million and the successful applicant must have the innovation and drive to identify new opportunities nationally. It will also be necessary for the successful applicant to demonstrate strategic planning expertise and be computer literate. Sound interpersonal skills are needed to successfully manage a team of Area Managers.

A competitive salary plus fully expensed car and fringe benefits commensurate with a large retailing company will be offered.

Suitable candidates are requested to write in, enclosing a full CV and present remuneration to: Box Number 7091, c/ Mr. D. Millest, Classified Ads, Level 5, Times Recruitment, P.O. Box 484, 1 Virginia Street, London E1 9BL.

Fellows in Human Resource Management

North London – Up to £30,000

IMS
INSTITUTE OF MANPOWER STUDIES

IMS is an institution of both academic excellence and practical competence. It works with the most significant UK employers researching and advising on manpower management strategy, policy and technique. Two additional Fellows are now required to help develop the Institute's Manpower Planning, H.R. Policy and H.R. Techniques work.

After appropriate induction, these Fellows will be responsible for developing consultancy, and undertake and collaborate in appropriate research activities and training programmes.

We are looking for graduates, preferably with a higher degree and substantial knowledge of H.R. management. Previous experience in consultancy and applied research, together with good business acumen are needed to help strengthen our Manpower Management Group, who have a strong commitment to high standards.

Secondment arrangements are possible - any applicants or companies interested in secondment, please contact the Institute as below.

For further details and an application form please contact: Jan Homewood, IMS, Mantell Building, University of Sussex, Brighton BN1 9RF (Tel. 0273 686751).

Closing date: 14th February 1992.

YOUR BEST OPPORTUNITY TO EARN £35–£65K P.A.

We are a division of the UK's leading business publications group and now have limited vacancies for top class advertising salespeople.

The ability to negotiate internationally by telephone with leading corporations will bring you tremendous performance related rewards.

In order to join us, you must be young, determined, highly articulate and able to work in London W1.

To arrange an early interview, please telephone Stephen Parry at Cornhill Publications on 071-240 1515

EASTMAN DENTAL HOSPITAL

DIRECTOR OF MARKETING AND FUNDRAISING

c. £25,000 - £28,000

This prestigious teaching hospital and its associated postgraduate Institute (University of London) seek a self motivated, innovative person to undertake a new exciting role.

The two main functions of the post are:-

i to define and implement marketing and PR strategies for the organisation;

ii to develop and implement existing plans for fundraising and income generation through the Eastman Research Foundations.

Applicants must be mature and able to demonstrate a number of years experience in a field relevant to the role.

The position is available for a two year period in the first instance. Applications are welcomed from those interested in job sharing.

Application form and job description are available by contracting the Personnel Department, Eastman Dental Hospital, 256 Grays Inn Road, London WC1X 8LD. Telephone 071 915 1096.

Closing date for receipt of applications: 17th February 1992.

EUROPEAN BUSINESS DEVELOPMENT

OPPORTUNITIES FOR KEY PERSONNEL TO ASSIST IN EXPANSION OF THE COMPANY ATTACHED TO MULTI-MILLION DOLLAR AMERICAN CORPORATION. EXCEPTIONAL RENUMERATION POTENTIAL WITH CHALLENGING RESPONSIBILITIES. EXPERIENCE AND ENTHUSIASM ESSENTIAL.

FAX C.V. 071 731 8312 REF: M.JESZKE/D/S

CLUB SECRETARY

Old established golf club on the Sussex coast requires a club secretary. The successful candidate will perhaps be recently retired but should be a golfer who has experience of a good Club's requirements and the Rules of Golf and is looking for an interest that will augment a pension. Franchise catering and computerised accounts reduce the volume of administration.

Write with CV please to Box No 7099

TRAVEL

Join elite operations team in well established upmarket travel company.

Are you energetic, enthusiastic, physically fit, over 21, available from mid-March for at least a year and looking for a challenge? Do you have a good social manner, enjoy food and wine, art and architecture, flowers, wildlife and walking across country?

Can you cook, drive, map read and speak Italian, French, Spanish or Portuguese? All expenses plus £70 - £700 per week.

Send A4 sae (24p stamp) to:

Alternative Travel Group
69-71 Banbury Road
Oxford OX2 6PE

INVESTOR IN PEOPLE

EXPORT SALES EXECUTIVE.

Experience in Far/ Middle East. Specialist security products to governments. Based Germany. German useful but not necessary. Salary negotiable + commission and usual benefits. Age 30-40.

Send full CV + photo to M.D. PK Electronic, Neville House, 55 Eden Street, Kingston, Surrey, KT1 1BW.

RUCK

LETTINGS NEGOTIATOR

Required by active South Kensington Estate Agent. Must be lively, enthusiastic and hardworking with knowledge of area. Call after 4.00pm REF: AMR.

071 581 1741

GENERAL APPOINTMENTS

☎ 071-481 4481 FAX 071-782 7826

HEAD OF FINANCE AND CORPORATE SERVICES

Up to £40,000

The Local Government Management Board commenced operations on 1 April 1991. By focussing on management and human resource issues, The LGMB helps local authorities to be more effective in their work, the way they deliver services and the way they provide democratic leadership in their communities.

Following restructuring we are now seeking to appoint to the new post of Head of Finance and Corporate Services based at our Luton office. Apart from total responsibility for the finance function in a company of 250 staff and a turnover of £13 million per annum, the postholder will manage a range of corporate services, including significant income generating activities.

We are looking for somebody who can:

- develop modern financial and management accounting systems
- lead a team of 30+ staff
- influence and negotiate effectively across internal and external boundaries.

In addition to a competitive salary, there is an attractive conditions of service package on offer, including a leased car.

The LGMB has a policy of no smoking in the work area at its Luton office.

For an information pack and an application form please contact Chris Cardy, Head of Human Resources, The LGMB, Arndale House, Arndale Centre, Luton LU1 2TS. (24 hour ansaphone 0582 34244) quoting reference 4/92. The closing date for applications is 17 February 1992.

THE LGMB IS WORKING TOWARDS EQUALITY

THE LOCAL GOVERNMENT MANAGEMENT BOARD

FUNDRAISER'S BLOCK ?

We have successfully placed candidates in these posts : Director of Fundraising and Marketing at SHELTER, Director of Fundraising at THE SAMARITANS, Chief Executive at The National Hospital of Neurology Foundation, Head of Corporate Appeals at The R.N.I.B.. We may be able to help you in your next career move in the Charities sector.

For an introduction to a wide range of exciting jobs or advice on your career development, call us on 071 589 4567, or send your CV to:

EXECUCARE *Recruiting for Charities*

163/169 Brompton Rd., London SW3 1HW.

JCB INTERNATIONAL (EUROPE) LIMITED

TECHNICAL MANAGER

JCB International (Europe) Limited, the UK subsidiary of the leading Japanese charge card organisation, requires a European technical manager, reporting to the European systems manager, who will be responsible primarily for coordinating and implementing the acceptance of the JCB card through electronic point of sale terminals throughout Europe. Specific responsibilities will include liaison with terminal manufacturers and owners regarding terminal use and configuration, coordinating with the company's agents in each country the necessary system development and establishment of an interface with the company's communications network, ongoing operational support, liaison with airline reservation and settlement systems to establish necessary interfaces for data submission and authorisation, liaison with ATM owners and networks regarding reciprocal use of ATMs and establishment of necessary interfaces and operating procedures, and monitoring of developments in information technology throughout Europe.

Extensive European travel will be necessary. The applicant should be aged between 25 and 35 and have a sound working knowledge of point of sale and payment system technology and data communications, preferably gained from within the payment card industry.

Good communication skills required. Salary negotiable.

Please apply to David Stevens, Executive Vice President JCB International (Europe) Ltd., 43 New Bond Street, London W1Y 9HB.

ADMINISTRATOR /PRACTICE MANAGER

We are a major provincial legal firm based in Tunbridge Wells with branch offices in West Kent and London.

The Administrator will be a member of the management team and is responsible for the management of the administrative and support services of the firm. Planning for sustained future growth is an essential component of the job.

We are looking for a person with substantial senior management experience in a commercial/business or professional environment. Practical knowledge of information technology systems will be a considerable advantage.

The successful applicant will be offered an attractive salary and ancillary benefits.

Please write with full C.V., to Wendy Izod, Personnel Manager, Thomson Snell & Passmore, 3 Lonsdale Gardens, Tunbridge Wells, Kent TN1 1NX.

Applications must be received by 14 February 1992.

T S & P Thomson Snell & Passmore Solicitors

Maine - Tucker

Recruitment Consultants

ASSISTANT CITY EDITOR

Circa £25,000 plus Superb Bonus

An outstanding Career Opportunity exists to join the Publications Department of one of the City's most dynamic Financial Institutions. This highly professional Company has expanded in recent years and is very much a meritocracy. This position is the result of further expansion. We are searching for an exceptional, intelligent person to join the team handling Overseas Research material. You must have good Proof Reading/Sub-Editing experience gained whilst working for a Financial City-based Company. A good degree and familiarity with DTP/Computers is also necessary. Definitely for someone of Graduate calibre, a confident communicator and aged 25 to 35. Please telephone us urgently.

18-21 Jermyn Street London SW1Y 6HP Telephone 071-734 7341

Product Management and Consultancy

CSB is dynamic young organisation specialising in providing solutions to the Manufacturing, Distribution and Construction industries. Our Computer solutions are of the highest quality and based on open systems platforms and 4GLs.

We are currently seeking a specialist Product Manager and Consultant to work with our TIMs manufacturing and distribution product. The successful applicant will have experience in consulting in, and installing TIMs, in a range of commercial environments. The role will involve product management for TIMs both in the UK, and in our subsidiary in Poland. Further international opportunities are being investigated.

You should be a graduate of an industrial degree and have at least four years experience in product consulting and product management. A performance related remuneration package will be provided.

Please write in confidence to:

**Jane Ludlow, CSB Ltd
Grenville Court, Britwell Road
Burnham Bucks SL1 8DS**

RECRUITMENT CONSULTANT

£ C.18,000

We are a small, progressive group seeking a confident, articulate and positive team player.

Ideally, you will be in your late 20's, educated beyond 'A' Levels with experience in a competitive environment.

Of key importance, is your ability to be a self motivated, persuasive, assertive and friendly individual who thrives within a committed team.

We offer extensive, ongoing training, and prospects will follow achievement.

Please telephone Alison McFarlane for further information on 071-637 3399 or fax your C.V. to 071-637 4346.

PERSONNEL MANAGER

c£40,000 + BANKING BENEFITS

Our client, a major City based European Financial Institution have asked us to find a generalist Personnel professional. Preferably a graduate, aged between 28 and 35, you will have had a minimum of 5 years experience in a well organised, personnel environment. Assistance with relocation will be given where appropriate.

CORPORATE FINANCE

c£40,000 + BANKING BENEFITS

We are looking for mathematically biased MBA's and ACA's to join this blue chip City company, who are starting a corporate finance function. For one position a background in operational research would be helpful.

To discuss these opportunities further, please call John Carr on 071 626 5283 or write with CV to S.P. City (Recruitment Consultants) 15 Eastcheap, London EC3M 1BU.

JOB-SEEKERS GUIDES

Job Search Guide, the UK's quality manual for executives & professionals, now in its 10th year. The complete guide to all stages of effective job-seeking. Sept. 91 ed., 96pp, £11.95. Recruitment Guide pinpointing UK executive recruiters handling your needs. Nearly 600 detailed entries, including graduate & interim executive assignments. Amended to Dec 91. 8 indexes, 608pp, £21.50.

CEPEC Publications: product of 20 years practical daily experience helping executive/professional job-seekers.

CEPEC foremost UK corporate outplacement consultancy

CEPEC Ltd, 67 Jermyn St. London SW1Y 6NY
Tel (24 hr) 071-976 1520
Fax 071-930 3110 (ACC/AMEX/VISA/CHEQUES)

Technical Translator

Withers & Rogers, a leading firm of Chartered Patent Agents, is seeking for their expanding Translation Department located at the Leamington Spa office a full time translator for patent and general technical work from at least two of German, French and Italian into English. Either an experienced patent translator or graduate with a post-graduate qualification in technical translation preferred.

Attractive package with negotiable salary is available for this post, which offers an excellent opportunity for personal development.

Please telephone for further information if required, or reply in writing with CV and a short sample of your work to:-

**Ms Pauline Gay, Withers & Rogers
68 Holly Walk, Leamington Spa
Warwickshire, CV32 4JE
(Tel: 0926 336111)**

HELP THE SKI SCOTLAND APPEAL

Four disabled skiers are trying to beat the Caledonian Canal - 63 miles. The British Disabled Water Ski Association needs an event co-ordinator to help run our appeal. Please write if you can help. Remuneration poor, rewards great.

British Disabled Water Ski Association,

The Tony Edge Centre, Heron Lake, Hythe End, Wraysbury, Middx. TW19 6HW.

OVERSEAS JOBS AND WORKING HOLIDAYS

Available worldwide, including USA, Europe, Far East Mediterranean, Alaska. Temporary or permanent, skilled or unskilled. For full details of our service send name, address and TWO LOOSE 24p stamps to:-

Jobsearch One
Brunals Lane, Mylor, Falmouth, TR11 5BJ

FINANCIAL SALES EXECUTIVES

150 POSITIONS MIDLANDS AND SOUTH

EXCELLENT MANAGEMENT PROSPECTS

Experienced Financial Services professionals required in a large expansion program for a variety of high calibre positions throughout the Midlands and South of England.

Minimum 12 months experience in Life and Pensions with ability to progress to Senior Management essential.

If you feel that your earnings do not reward your efforts or your career progression is slow or non-existent, call the Sales Specialists.

****** STOP PRESS ******

Are you in sales? looking for a change? Are you in F.M.C.G., Office Equipt, Ad. Sales, Engineering Sales? Then contact the Sales Specialists now!!

Contact Mark Richardson or Steve Satchwell on 071 721 7934, Fax details on 071 721 7936 or send C.V.s to: Euro Personnel Services, 53 Gun Street, London E1 6AH.

EURO PERSONNEL SERVICES

TRADE ASSOCIATION CHALLENGE LONDON BASED

The Food & Drink Federation is the principal trade association representing the UK food and drink processing industry.

We are seeking an executive to advise our member companies and associations on policy relating to various aspects of science, technology and food law. This would involve promoting these members' interests to all relevant UK and EC organisations, especially the Federation's representatives in Brussels.

The successful candidate will be a graduate, probably in a food-related science subject, possessing excellent communications skills coupled with knowledge of the industry and of UK & EC food legislation. We are looking for someone who is a good organiser, enjoys handling a wide range of issues and is familiar with the secretariat's role in effective committee work.

We offer a good salary and benefits package for the candidate with the right work experience.

Candidates are invited to apply in confidence with full C.V. stating current salary and benefits package to

Jennifer Thornberry, FDF, 6 Catherine Street, London WC2B 5JJ (Closing date 7th February 1992).

FDF FOOD & DRINK FEDERATION

CRÈME DE LA CRÈME

PERSONAL ASSISTANT

Efficient, professional cheerful PA required for Senior Marketing Director of international interior decorating company. Attractive salary.

Applications in writing with CV to:
**Kathleen Doherty
Colefax and Fowler Group PLC
39 Brook Street, London W1Y 2JE.**

STRICTLY NO AGENCIES

EXCEPTIONAL YOUNG SEC

£15,000 pkge

Leading U.S co based superb offices St James req 'first-class' team sec to work in young, fast-moving, fun environment. Excellent perks inc Gym, paid o/t, BUPA, induction training, free lunches etc. Must be bright, articulate min 2 yrs work exp; O levels, Audio/W.P 60wpm typing. Age 20-23.

Val Wade Recruitment 071-437-3793

MULTI-LINGUAL OPPORTUNITIES

GERMAN LANGUAGE

We currently have exciting vacancies for experienced secretaries, with at least 90/60 wpm., plus FLUENT GERMAN to work in

**MEDIA £16K
FINANCE £20K
MARKETING £16K**

For an immediate interview for these and vacancies using other European Languages,

call Angela Mortimer International, on 071-287 7788

ANGELA MORTIMER Secretarial Recruitment Consultancy

INCENTIVE TRAVEL COMPANY, W1

Busy and successful incentive travel company requires PA/Secretary to assist the Managing Director.

Full secretarial support requiring good skills (100/60). Age 25+. Organisational ability to deal with day to day running of the office, recruitment of junior staff etc. Salary A.A.E. "Non smoking" office. Please apply in writing with C.V. to:

International Vacationers, 1 Sherwood Street, Piccadilly Circus, London W1V 7RA
A Member of the WPP Group
(no agencies please)

MERIDIAN

EXECUTIVE P.A.
£17,000 + Superb Banking Package

We are recruiting a secretary to work for an incredibly dynamic, young Executive Director - you will be responsible for managing his very hectic schedules, (world-wide travel itineraries, etc.) liaising with his clients, trouble shooting, etc. You need to be sociable, hard working and very well spoken / presented with excellent secretarial skills (SH 90 wpm).

Please call Emily Aldrich. 071 255 1555

FRENCH SECRETARY - Switzerland £EXCEL SALARY

This prestigious Int'l organisation currently seeks a senior sec to work for a team of 5 for maternity cover. Duties involve drafting reports, typing in French & requires excellent organisational skills, English MT standard & a knowledge of DW4 + LOTUS 1,2,3 or spreadsheets. Good command of French, IT/SP advantage. Age 25-40

An excellent package is offered to the ideal person.

Start beg March.
Boyce Bilingual

Tel: 071-287 6060 Fax: 071-494 4652

PA/SECRETARY

— AGED 25/35

Director of Property Company needs attractive, bright, numerate and literate P.A./Secretary with good sense of humour, to assist him run his small South Kensington office, to start mid-February. Ideal Candidate would have A-Level education, sound secretarial, administrative and organisational skills and WP/computer experience. Good salary according to experience.

Please send C.V. to Mrs McMullen either by fax on 071 581 8425 or write to 97 Old Brompton Road, London SW7 3LD.

HARLEY STREET

Experienced Medical PA required for busy full time Physician. Plenty of patient contact and responsibility

Salary £14-£16k aae

Please send CV and short handwritten covering letter to Dr Argus Bisht, 84 Harley St. London W1N 1AE or

Tel: 071-681 1110

JAPANESE (WP) MT Sec/Translator. Work permit essential. c£17.5k. Link Leamington Appts 071-408 2180.

RECEPTION SELECTION

RECEPTIONIST required for smart city Co Sal c£13.5K. Call Zircon Personnel 071 931 8055

PART TIME VACANCIES

ARE you smart and well presented with Sh. Typing and WP? then call immediately. Hours 8.30 am - 1.30 pm. Call Christine Watson Ltd (Rec Cons) 071: 936 8270/294 4466

NON-SECRETARIAL

CAREER CHANGE

We need a brilliant Secretary who does not want to type all day but can when required (about 2/3 hours per day), to act as Assistant/Negotiator/Secretary as soon as possible. A varied, challenging job in small Knightsbridge Estate Agents specialising in Central London luxury rentals. Experience not necessary but enthusiasm, ability to learn and love of dogs essential! Audio typing - accuracy and spelling more important than high speeds. (25-30) Driver essential.

Please ring: CABBAN & GASELEE 071 589 5481

SUPER SECRETARIES

BARNARD MARCUS KNIGHTSBRIDGE

An opportunity has arisen in our flagship Residential Sales Office for an enthusiastic well spoken 2nd jobber, to provide excellent sec & admin support to a team of three negotiators and a manager. Good communication skills, an ability to learn quickly, and to work on your own initiative essential. 45 wpm typing. Salary according to age and experience.

Call Clare Taylor 081-742 1707

PA/SEC MSWORD essential. Public Sector. SE1. interpersonal skills £16-17,000 a.a.e. Unique Rec cons 081 455 1366

SECRETARY for small commercial property agency in Hammersmith; capable of running a small office. Good Wordperfect 5.1 skills essential. Professional, independent person working for busy surveyor. £11,000. Applications in writing enclosing full cv to: Matthews Allen, 115 Hammersmith Road, London W14 0QH. No agencies.

SECRETARY to Managing Director of lighting Company based in modern offices. Good phone manner, audio, shorthand essential. Age 35-45. German/French would be an advantage. Excellent salary. CV to Mrs M Clarke, Allman Lighting, 24 Scrub Lane, London NW10 6RD.

APPLEMAC. Mac Cons seek Secretary with report exp. c£15k. Zircon Personnel 071 931 8055

CAREER opportunity to remake as Cabban & Gaselee's sd in Non Sec today

GROUP Secretary. An excellent opportunity for a shorthand secretary with audio, and Wordperfect 5.1 to help set up and run the Aviation Department of this rapidly expanding American re-insurance company. Insurance experience highly desirable. Ideal age 20-28. Salary £15,000. Please call Angela Mortimer plc on 071 287 7788.

PR Worldwide Co. has 2 superb vacancies for bright secs with lyt/dict/WP & good communication skills, as you'll be involved with the media, presentations and extensive client liaison. Call Christine Watson Ltd (Rec Cons) 071: 936 8236/224 6696

ADMINISTRATION ACCOUNTS ASSISTANT

Required for busy, fun Marketing Co near London Bridge. Must be WP literate, enjoy figure work. Self starter, Salary £11,000.

PRI SWEETMAN PERSONNEL 071-924 2817

PROPERTY Management Administrator 25+ £16,500 + Exc. Benefits. Our client, a small but prestigious Knightsbridge property concern, seek a bright articulate individual to join them as the assistant to a senior manager. Ideally you will be educated to 'A'Level standard, with a minimum of two years property management experience, good keyboard skills and a thorough knowledge of central London. For more details of this exciting opportunity, please contact G & H Recruitment. 071 831 4646.

BANKING & LEGAL LA CREME

MERIDIAN LEGAL PA

£17,000

Experienced legal PA (25-30) needed by Partner who deals with M & A, flotations, etc. in well-known legal firm. Lots of client contact & ultra-confidential work.

Call Barbara Sherwin. (Rec Cons) 071 255 1555

SMITH NEW COURT SECURITIES LTD

Administration Officer
Best Execution Dealing Service (B.E.D.S)

We are one of the UK's leading Securities Houses, seeking to recruit an energetic person with exceptional organisational and communication skills.

The ideal candidate will be responsible for project work and control of all administration in the department. They should be computer literate with a level of understanding of Lotus 123.

Applications and a full CV should be forwarded to:

**Kirsten Wright
Smith New Court Securities Ltd
Smith New Court House, 20 Farringdon Road
London EC1M 3NH**

A Member of The Securities and Futures Authority and The London Stock Exchange
Registered in England No. 1317798

OVERSEAS JOBS EXPRESS

There is only one newspaper devoted entirely to international job hunters. Overseas Jobs Express has...

MORE JOBS
● 20+ categories ● stop press

MORE VARIETY
● features/articles ● information/contacts
● travel link/letters/competitions
● travel update
● financial & health advice
plus much more
and is published

MORE FREQUENCY
● every two weeks

SUBSCRIBE TODAY!
3 months (6 issues) £12
6 months (12 issues) £18
1 year (24 issues) £26

Simply send payment with your name and full address.
Or, for more information send 2 x 24p stamps.

24-hour answerphone for credit card subscriptions Tel. 0273 454522

JOBS ABROAD '92

The exhibition for international job-hunters. Don't miss this unique opportunity. Friday 24 January, 12 noon - 7 p.m. & Saturday 25 January 10 a.m. -4 p.m. Central Hall, Westminster, London.

OVERSEAS JOBS EXPRESS
Dept TS6, PO Box 22, Brighton BN1 6HX

PERSONAL EXPERIENCED SECRETARY

AGE 25-55

To work for Lady in private house. Must be able to work on own initiative. Knowledge of accounts and good telephone manner essential. 10.00 - 6.30 or later as necessary.

References required: Sal £18,000.

Tel: 071-938 6610

LOOKING FOR A NEW START

An extension of our successful activities in London necessitates further representation.

We invite applicants between ages 45 - 55 to fill a responsible and progressive position with a large financial services organisation.

We offer an attractive package plus professional training.

For further information, telephone **Mike Allen on 081-897 9119.**

SALES EXECUTIVE

COMPUTER SOFTWARE COMPANY based in West London, seeks experienced Sales Executive to join our small but dynamic sales team.

Your responsibilities would include developing existing sales and rentals customer base within the U.K. In-depth knowledge of IBM hardware product range essential. Understanding of OEM products would be an advantage. You must have the ability to negotiate at all levels. Applicant to be within commuting distance of Central London. Package commensurate with experience.

If you are interested and feel you meet the standards required, please send your application to: Jennifer Wheeler, 9 Elysium Gate, 126 New Kings Road, London SW6 4LZ. Tel: 071-384 2688.

GREEK ISLANDS REPRESENTATIVES

Specialist Tour Operator requires representatives from April until October. Age 22-40. Applicants should be smart, intelligent, hard working and self-motivated. Common sense & sense of humour and patience are essential. Knowledge of the Greek language would be an advantage. Domestic and junior staff also required.

Phone Ruth Turner ☎ 0629 824881

LASKARINA Holidays ATOL 1928 AITA 3030

SUMMER JOBS IN AMERICA!

American children's summer camps need bright, cheerful, responsible secretaries (aged 19½ - 35) from June to mid/end August. For those who are co-operative, flexible, happy to take the initiative and would enjoy combining secretarial duties with the full and active life of camp, BUNACAMP offers a rewarding and challenging summer which includes:

- *Return flight*
- *Salary*
- *Work and travel visa*
- *Food & accommodation while at camp*
- *And up to six weeks to explore America after camp!*

For full details of this exciting opportunity, send your name and address on a postcard to Tessa Scott at:

BUNACAMP
BUNAC, 16 Bowling Green Lane, London, EC1R 0BD. Tel:071-251-3472

ANNOUNCEMENTS

GREMER (For the 2nd time) - Chapman Spooner are urgently trying to contact a Mr Y Gremer, last known address at Hall Avenue, Bishop Tachbrook, Leamington Spa. Known to have worked in Switzerland & Mexico. It is in his own interest to contact us on Tel: 0922 743445

HIGHLY qualified American Psychotherapist, woman, London based, has some vacancies for individuals and couples. Issues include stress, crisis management, addiction, awakening creative potential. 071 387 4809

MERCER. Sydney Thomas William (John) and his wife Marjorie (Olga). Thank you so much for all the flowers sent by many relations and friends to St. Justus-Stevenel Church for the 12th January. These generous and kind gestures were greatly appreciated by John and Paul, and admired by all present.

TWO THIRDS it's the start of our adventure. I love you. Smile.

SERVICES

DATELINE
with DATELINE GOLD, our executive service, is the world's largest, most successful agency. Countless thousands have found their perfect partner.
YOU TOO CAN FIND LOVE
Free details: Dateline (9040) 23 Abingdon Rd., London W8 or Tel: 071 938 1011 ABTA

'THE ULTIMATE in small, made-to-measure marriage bureaux' (S.Tel.) Est. 1960. Katharine Allen, 18 Thurloe Pl. London W1M 5LD. Tel: 071-938 3115

YOUNG CHELSEA BRIDGE club and school (18-40 age group). Tel: 071-373 1666

WANTED

ALL OLD MASONIC Articles, Regalia, Jewels, Watches, Books etc. wntd. 071 229 9618

CHILDREN'S book sought, title unknown, about a family who live in a biscuit box, or any help in tracing book greatly appreciated. Please telephone: 0537 886145.

DARKROOM equipment. Cheap easel, thermometer, trays, paper, chemicals etc. Call Sharon 057882 3093 eves.

MAJOR J F W Howey, born 1845 died 1924, founder of Woodbridge Golf Club (Centenary in 1993). Has any descendant a picture for our history? Pls Phone Thom 0394 460571

MARGARET O'NEILL Theatrical Dancer 1930. Rosemarie (née O'Neill) teaching room. Please phone reverse charge to Mrs White. 071-226 2170

PHOTOGRAPHS of tanks and aircraft. If you do not need or want them, send to Mr Ray Hall, 2 Maxwell Road, Woking, Surrey GU22 7QA.

WANTED SW11 area, 2 bed flat for 2 conscientious girls, modest beg. March. Tel: Candida 071 924 2456 (day).

WELSH Brewery and other beer mats wanted. Old collections bought. Phone (0222) 620482.

ANNOUNCEMENTS

THE MACMILLAN NURSE APPEAL
FIGHTING CANCER WITH MORE THAN MEDICINE
When you leave a legacy to CRMF, you leave behind a living testament of care for people with cancer in the shape of Macmillan Nurses your money has helped to train. For more information about our Macmillan Nurse Appeal or for a copy of our specially produced leaflet, "Leave a Legacy of Hope" write to: CRMF, 15/19 Britten Street, London SW3 3TZ, or phone on 071-351 7811.
Cancer Relief Macmillan Fund

FOR SALE

DINNER SUITS
MORNING SUITS
EVENING TAIL SUITS
SURPLUS TO HIRE
BARGINS FROM £50
Lipmans Hire department
22 Charing Cross Rd London
WC2 Nr Leicester Sq Tube
071 240 2310

ENGLAND v IRELAND
ALL 5 NATIONS. PHANTOM, MISS SAIGON, LES MIS, JOSEPH DREAM COAT. E CLAPTON, WIMBLEDON 92.
071 247 7366 day
0268 543723 eves.

RUGBY
5 NATIONS
ALL MATCHES
TICKETS BOUGHT & SOLD
Phantom, Joseph, Saigon, Wimbledon 92, all soccer. Clapton, Genesis, Dire Straits, Sinatra. City Tickets Brokers
071 621 9593

TICKETS
ALL 5 NATIONS. PHANTOM. MISS SAIGON, LES MIS. JOSEPH DREAM COAT. E CLAPTON. WIMBLEDON 92.
TEL 071 489 0573

TICKETS FOR SALE
When responding to advertisements, readers are advised to establish the face value and full details of tickets before entering into any commitment.

A BIRTHDATE Newspaper. Original. Superb presentations. Open 7 days a week. Freephone 0800 181803

ABSOLUTELY ALL Tickets. Rugby, all theatre, all concerts. Joseph, Phantom, E Clapton, Sinatra. The Impossible obtained. Free delivery. CC Hotline. 071 820 1860/071 582 8466.

ACQUIRE tickets. All theatre & sporting events. The London Connection 081 889 9914

ALL RUGBY games available, tickets bought & sold, best prices. Tel 071 497 2536

ALL TICKETS Phantom, Saigon, Joseph, Les Mis, Sinatra, Clapton. All 5 Nations Rugby Internationals, tickets bought & Sold. All sold out events. 071 930 0800 or 071 925 0085 All CCs Acc

ALL Tickets. E.Clapton, Phantom daily, Les Mis, Mis Saigon, Aspects, Cats, Pop. Tel: 071 706 0383 or 0366

CAMERA. Nikon F601 + 35/70 AF + 70/210 AF, Boxed as new £650. 0285 880108

ENCYCLOPEDIA BRITANNICA Leather bound Cost £1698 Brand new £850. 0903 244651

GILES Cartoon Annuals. Complete set plus 1975 Nurses Annual. Offers? 0279 (Bishops Stortford) 860092 after 5pm.

GOLF BAG Brand new 8" Dunlop Maxfli bag with matching fur head covers and dunlop fibre glass umbrella. Never used. Absolute bargain £50. 0895 253220

GOLF CLUBS Absolutely brand new Dunlop Tour 2400. Complete set of irons & metal woods with Dunlop Black Max putter. Never used. Worth £400. Bargain £175. 0895 253220

HAYTER 19" Harrier rotary mower. Self-propelled, with grass box. £175. Phone Diss 0379 642602.

JOY of Knowledge. 52 Volumes new and unused. Cost £160 £70 complete. Tel: 0831 4608.

OLD & NEW york, french, & pennant stone flagstones, floor tiles, stone troughs, victorian brick, cobbles setts etc. Nationwide deliveries: 0380 850039 (Wilts)

PHILIPS transcription system 563 new and boxed unwanted gift for sale, only £150. Telephone 0984 56307 (Combe).

PIRELLI Calender for 1991, amazing pictures, unmarked. £66 or offers. Southampton 0703 813609.

RUGBY 5 Nations Cup. All tickets bought & sold + Joseph, Phantom, Saigon, Les Mis, Sinatra, Clapton etc.. 071 839 5363.

SELLING Collection of Insurance memorabilia, from Sarbon 1687, Lloyd's 1780 to Railway journey tickets 1918 and many insurance bookmarks. Full details 0599 525119.

TAPESTRIES: Five magnificent handmade wool/mohair Lesotho wall hangings depicting buck African figures, etc. From 3'x4' to 4'x6' approx. £50 each. Tel: 0595 438099 for details.

THE TIMES - 1791-1990 other titles available. Ready for presentation - also " Sundays". £17.50. Remember When. 081-688 6323.

TICKETS. Phantom, Saigon, Joseph, Sinatra, Clapton, Rugby, all sold out events. 071 629 0498/221 6616.

TROPICAL FISH TANK. Approx 3ft long by 1ft deep. £50 ono. Tel: 081 446 8874

MUSICAL INSTRUMENTS

PIANO KNIGHT. K.6. Cherry wood. Silentine. Much admired piano. £750. ono. 081 449 3028. (N.London).

FLATSHARE

A CUT Above the rest! Flatlink Londons most successful, established flatshare agency, fast and friendly service. 071 287 3248

CHELSEA garden flat, own room, prof m/s, CH. £320 pcm. Tel: 071-584 0189.

CLAPHAM STH. 3 mins tube. 3 prof share 3 bed flat £300 pcm each excl. Own room, just dec. ch etc. Tel David 071 624 9408

CLAPHAM Self contained flat in family house, exclusive use for single m/s £390pcm inc heat & light 081 673 7553

CLAPHAM N/S Prof M/F lge hse nr tube. WM, TV etc. £85 pw excl. Tel: 071 733 9140.

EALING W5. Beautiful attic room with en-suite in stunning family house. N/S, M/F, single £75 pw, double £110 pw. Tel: 081-997 8284 after 6pm.

FLATMATES London's foremost (Est 1970) Professional flat sharing service. 071-589 5491

FULHAM Dble rm in lge lux conv gdn flat. All mod cons. N/S. £90 pw. Tel: 071-371 8297.

GREENWICH SE10. O/R in writers flat next to park for prof. F. 25+. 2 mins BR. £310 pcm inc. 081-858 8618.

HAMPSTEAD GS Beautiful hse. suit young prof to share with owner of hse & cute dog. All mod cons + lux surroundings, own phone line/fax. Dble bd, own liv rm £85pw 071 495 0141 day 081 201 8600 (eve/we)

PIMLICO Mews House. 1 dbl bed. Fully equiped. Short term £85.pw. Eve 071 581 2412.

ST JOHNS Wood NW8. Interior designed double room with private bathroom in elegant garden flat. Non smoker, prof female, added benefit of Ott Street Veg. £120pw inc. Tel 071 286 6108.

ST JOHNS WOOD. Sngl room, phone, own bathrm. suit sngl prof. + mature. Meals provided. £80 pw. 071-289 7473.

SW16. Own room in newly dec shared garden flat. CH. WM. All amenities. 15 mins Victoria. £58 pw. Tel: 081-679 1794.

TOWER BRIDGE Rooms in house overlooking river near Rotherhithe tube. £50-£80pw. Tel:071-237 2016 (day).

W.1. Prof F. Lovely room in lovely flat, own TV, cleaner. £85 pw incl. 071-486 3081.

W.KEN - Dble rm in large 3 bed gdn flat with all mod cons. M/F N/S £380.pcm.Tel 071 386 5897(eves).

WIMBLEDON Newly dec rm in v.nice gdn flat, close BR/tube/village. Prof F. pref. N/S. £280 pcm. 081-947 8182 Answphone

RENTALS

AMERICAN AGENCY
We're a U.S owned & staffed Agency Whether you're looking for a friendly American tenant or searching for American style property, call the experts. 15 years of international experience
THE AMERICAN AGENCY
(071) 730 9696

A.M.A. INTERNATIONAL Luxury flats for long, short or holiday lets. Mayfair, Marble Arch and Hyde Park. 071 724 4844

ABOUT TOWN Wanted/avail props for 6-24 mths. W8.11.2 10 & SW7.10.5 071 221 0111

ACCOMMODATION Urgently req for City Institutions. Call us with your properties to let. Sebastian Estates 071 381 4996

ALLEN BATES & CO have a selection of furnished flats, 1 bedroom upwards in Central London area. Available for lets of 1 week plus. From £250 pw plus. 071-436 6666.

ARCHITECT'S Furn flat nr tube & shops, lounge, bedrm, k&b, wash/dryer, e'phone. £130pw. Swiss Cottage 071-586 1407.

BARBICAN Unfurnished residential accommodation for rent to companies only. Rents from approx. £8,100 per annum incl services. Daytime cll 071 628 4341 Evening 071 628 4372.

CHELSEA Spac 2 dbl bed mais in quiet st. close to Fulham Rd. f/f kit, elegant rec. rm, v.light with 5th floor terrace. £275pw. 081-746 3548.

CHELSEA. Cadogan Gardens, lge lux 2 dble beds, dressing room, dble rec., patio, new kitchen £320pw 071 371 8787 !

CHELSEA SW3. Superb lux studio flat f/ kit porter nr tube bgn £130pw inc 071 381 4998!

CHELSEA, Overlooking green, well presented 1st flr furn flat, 2 rms £225pw. 071 589 6378

CHISWICK W4. Lux 1/2 dbl bed. furn flat. All amenities. £160.pw. Tel.081 995 8028.

CHISWICK Superb bright 1 dbl bed flat, f/kit, balc, pkg, nr tube bgn £180pw 071 381 4998 !

FULHAM House, unfurn. 4/5 beds, 1/2 receps, 3 baths, avail now £800pw 071 362 8695 !

FULHAM SW6 Superb 4 bed house, f/ kit, gdn, ideal for sharers bgn £280pw 071 381 4998!

FW GAPP (Management Services) Ltd Require properties in central, south & west London areas for waiting applicants. Tel: 071-243 0964.

HAMMERSMITH W6. 1 bed flat, 2 mins tube, Balcony fit kit ch. £590 pcm 081 748 8770

ISLINGTON Beautifully renovated listed Georgian house, 4 storys, lounge, 3 bedrms, Minstrel gallery, library above, 3 beds, study, 2 baths + mod kitchen, CH, road garden, patio garden. Situated in Barnsbury centre and 3 tube stations. £275pw. Tel: (0923) 220618 or 071-226 7603.

ISLINGTON N1 Barnsbury attractive 2 bed furn flat, recep, K & B. £185 pw. 071-713 0681.

KENSINGTON new 2 bedroom gdn flat, fully furn, close tube. £195 pw. 071-370 2385

KNIGHTSBRIDGE SW1. Newly dec furn flat, 2 dble beds, living room, 2 baths, f/equipped kit, £285pw 071 435 9425 !

LETTINGS NEGOTIATOR. Rock & Ruck. See General Appointments.

MAIDSTONE Large det 3 bed house, garage, furnished. Desirable location. Nearest M2. M20. BR 1hr Lon. Avail now. £850.pcm.0797 226035.

MARBLE ARCH opposite park. Interior designed, 3 bedroom, own double reception, U.S.A. kitchen & bathroom flat in block, 24hr porter Avail now Long/ short lets. Connaught Props 071 727 3050

MAYFAIR Fabulous panoramic large flat overlooking Curzon Street. 2 massive intercom reception rooms, 3 beds, 2 bath, F/F kit, air docs £600pw also Michael Tims & Co 071 370 5689

MAYFAIR Exclusive new development adjoining Bond St. Lux 2 bed 2 bath flat. All services. £450pw reduced to £398pw Michael Tims & Co 071 370 5689

N7 Brand new 3 or 4 bed house. f/fitted kit, 2 baths, access city & west end. £400-£500pw Drury 071 379 4816

OXFORD STREET W1. The most luxurious, brand new block of 1 bed apts, fully serviced, competitive prices £60 per night. 1 week plus. Globe Apartments 071 936 9512

PIMLICO SW1. Elegant 3 bed hse in quiet street. Newly dec. f/f kit. £400 pw. 071-834 2900.

PIMLICO SW1 Superb bright 1 bdr 2 dbl bed flat. lge recep. nr tube £226pw 071 381 4998!

QUEENS CLUB GDNS W14 superb v lux 3 bed flat f/ kit, terrace £280pw 071 381 4998!

REDCLIFFE SQ. Corner of little Boltons. 2 excellent 2 bed flats, long lets. Call Best Props for full list 071 730 9253

REGENT'S PARK. 1 bed luxury flat, newly refurbished. 1 min from tube. Porter, lift etc. 5th floor. Min 6 months let. £160 pw (inc.) 071-576 8077 (day), 071-435 2969 (eves)

SLOANE SQUARE SW1. Furnished studio flat for single occup in well maintained block with kit. and bath. Lift, caretaker and entry-phone. 1 year let at £110pw. Garage space available. Tel: 071 730 5420 office hours. Ask for Ref. NO.

SLOANE COURT EAST Stunning lower ground 1 bed. Recep 25', D'rm 16', kit 12'. Fully furn/fitted. Avail now. Short/ long let. £295pw incl CH/ HW.Tel:071-838 1161 (O) or 071-221 9286 (H). No agents.

SOUTH KEN Spacious 2 dble bed flat, lge recep, f/kit, en suite bath + shower rm £400pw RPs 0753 844066 0831 289942 !

ST JOHNS WOOD Tasteful 1 bed ch flat Park views £250pw incl/furn 071 586 9842

SW 10 2 bedroomed furnished maisonette with garden. £230.pw.0279 777238.

SW5 1 bed flat, with large recep, kit £139pw Cooney Duffy 071 384 2228

SW5 Earls ct. sq. spacious recep 2 dbl bdrm fit avail immesd. £180 pw. 071 221 4168

SW5 Luxury fully furn 2 bedrm flat, light and airy, close tube, fully equipped, DCH. £250pw. Tel 071-373 4452 after 6pm.

SW1 Pimlico. Attractive 2 bed (dble & single), recep, k & b £800pcm 071 834 1026 !

SW1 Well maintained 1 bed flat in central location. £200pw. SW1 Mews house with antique furniture. 3 bed, recep/dining room, access gardens. £525pw neg. Tel: 0580 830040

TOWER BRIDGE Probably the most spectacular views in London. Superb brand new furnished luxury 2/3 bed apts from £350pw o'king river. Must be seen. 071 252 2737

W1. Huge 2 bed, 2 bath flat. All facs. D/W, cable, video entry, etc. 24 hr porter's. Top block. Elegantly dec. HW/ CH inc. £525 pw. Tel: 081-852 3057.

WANTED. N1 area prof NZ couple require 1 bed flat from March. Quality refs avail. £650 pcm max. Tel 071 735 4909

WEST DULWICH 4 bed house, garage, CH. Sharers welcome. £690pcm. Tel: 071 433 1383.

W14 Mansion flat nr West Ken tube. 1 dble bed. 1 recep, k&b. TV, porter, lift. £190pw. Call Mr Pigott 071 638 1200 day.

W1/MAYFAIR Ex-Diplomats lux furn 4 bed 2 bath 2 rec maisonette £495pw 071 724 3611.

DOMESTIC AND CATERING SITUATIONS

SMALL CITY Fund Management company looking for flexible versatile part time cook (2 days per week) to handle all aspects of catering small, light, but interesting, lunches for 2-8 people. Location: Butlers Wharf. Tel: Jean Boorman on 071 522 2176.

SITUATIONS VACANT

HARD WORKING Fine arts graduate, who is eager to learn ,wants any work experience in conservation. 0822 810331.

QUALIFIED HEADMASTER. Ex boarding school for children with emotional and/or behavioral problems. Age 56. Excellent references. Avail for work. Escorting children abroad. Consulting. Tuition. Anything legal. Phone: 0772 734110.

GENERAL OVERSEAS

IT'S ALL AT TRAILFINDERS
More low cost flights via more routes to more destinations than any other agency.
PLUS
Up to 60% discount on hotels and car hire
Fully computerised reservations for immediate ticketing
The best deals on the world's finest airlines
42-50 Earls Court Road London W8 6EJ
Long Haul Flights 071 938 3366
USA/Europe flights 071 937 5400
1st & Business Class 071 938 3444
Manchester Office 061 839 6969
Government Licensed/Bonded ATOL 1458 IATA ABTA 69701

LOW COST AIRFARES
*USA
*CANADA
*AUSTRALIA
*NEW ZEALAND
*SOUTH AFRICA
Economy Club and First Class fares available
Tel: 081 680 0800
SN TRAVEL
IATA 9120697

When booking Air Charter based travel you are strongly advised to obtain the name and ATOL number of the Tour Operator with whom you will contracted. You should ensure that the confirmation advice carries this information. If you have any doubts check with the ATOL Section of the Civil Aviation Authority on
071-832 5620/6600
For a free leaflet on the ATOL Scheme, ring 071-832 6353 (24 hours)

AMERICA, Canada. Caribbean Flight Experts. Richmond Travel. 081 332 2288 ABTA 52151. IATA.

AUSTRALIA NZ worldwide. Sydney £549. Bangkok £390. Tokyo £523, Jo' Burg £539. Marpo Travel. 061-427 7933 ABTA 42820 IATA

AUSTRALIA, Far East, New Zealand flight & travel specialists. Richmond Travel. 081 332 2288 ABTA 52151. IATA.

BARGAIN HOLS /flights Cyprus Greece Spain Malta Morocco. Greekorama Tvl Ltd. 071-734 2562 ABTA 32980 ATOL 1438

CANADA, USA, S. Africa, Australia, N.Z. & Europe. Good discount fares. Longmere Intl. 081-566 1101. ABTA 73196

CARIBBEAN £399, Jo' Burg £539, N. York £199, L. A. £299, Bankok £399, Sydney £549, Delhi £599, Paris £69. 0634 812036 ABTA 35739

CHEAP Flights Worldwide. Business or pleasure. Ring 071-930 1366.

COSTCUTTERS on flights & hols to Europe, USA & most destinations. Diplomat Travel Services Ltd: 071-730 2201. ABTA 25703 IATA/ATOL 1355.

DISCOUNTED air tickets worldwide. Tel: 071 630 5672 ABTA 89974

DUE to recession 100s of unsold seats at give away prices. Sunrise Tvl. 071-496 3673.

JOHANNESBURG/HARARE and other Southern Africa destinations. Flight Specialists. ABTA 0474X. (Access/Visa) Oyster Travel. 081-878 8146

LOWEST FARES. USA Canada Far East Aus-NZ. Travel Post 071-567 0723. ABTA. IATA

LOW Fares Worldwide - USA, N/S America, Australia, Far East, Africa. Airline Apt'd Agt Thurvale, 34 East Castle Street W1. 071 580 2928 (Visa Access)

SOUTH AFRICA East & Central Africa flight & travel specialists Richmond Travel. 081 332 2288 ABTA 52151. IATA.

FLIGHTS

GERMAN TRAVEL CENTRE Daily scheduled flights. 071 836-4444 ABTA 96085/IATA

SELF-CATERING

PORTUGAL All areas villas, apts, hotels, Golf holidays, pousadas, manor houses, flights, car hire. Canaries. Longmere Intl 081-566 2112. ABTA 73196.

FRANCE

BONNES VACANCES! Save on Gites to Manors direct from owners All areas 081 948 3467

LATE AVAILABILITY 1.8.15th February. Merribel Catered Chalet. Sleeps 12. Overlooking ski-hill course from £1750 per week. Tel 0254 680190.

WINTER SPORTS

CHALET HOLS. Superb value Feb/March. Flexi deps. air or s/drive & w/end skiing. AITO. White Rac Ski 071 792 1188.

CHALET Parties with Meribel specialists Skiflex/Air. Lux chalets. Cordon Bleu catering & the personal touch 071 243 3082/3

LATE AVAILABILITY For 1.8 Feb in Courchevel 1850. Zermatt & Chamonix Ski Scott Dunn 081 767 0202. Atol 2471

LATE AVAILABILITY. Catered chalets France/Austria fr. £269 Ski Total 081 948 6922.

LUXURY CHALETS in Val D'isere, Zermatt and Meribel. Phone Super Solutions 081 944 1188. ABTA C6711.

1's & 2's to join catered Swiss chalets for weeks & w/ends Powder Byrd 071 223 0601

PUBLIC NOTICES

ANSLOW nee UPTON, EDITH ELIZA ANSLOW otherwise EDITH LIZA ANSLOW nee UPTON Widow late of 26 Church Lane Arley, Coventry, Warwickshire died At Nuneaton, Warwickshire on 3rd June 1991
(Estate about £20,000)

ASHCROFT, JOHN HOWAT ASHCROFT late of 13 Main Road, Willows Caravan Site, Maidenhead Road, Windsor, Berkshire died At Slough, Berkshire on 5th March 1991
(Estate about £66,990)

DUDLEY, BERT DUDLEY late of 31A St Ervans Road, North Kensington, London W10 died At North Kensington on 11th December 1990
(Estate about £13,300)

EYDMANN, GEORGE EYDMANN late of Bodeys Park Hospital, Chertsey, Surrey died There on 20th May 1991
(Estate about £13,300)

GRIFFITHS nee FINNIGAN, HANNAH GRIFFITHS otherwise HANNAH THERESA GRIFFITHS nee FINNIGAN Widow late of 188 St John's Road, Pembroke Dock, Dyfed died There on 24th December 1990
(Estate about £8,300)

JEWELL, DOROTHY MAY JEWELL otherwise DORIS MAY JEWELL Spinster late of 22 Radway Hill, Ribbesteleigh, Teignmouth, Devon died There on 1st March 1991
(Estate about £6,700)

LACKIN, JOSEPH LACKIN late of Neville Grange Rest Home, Queen's Road, Saltaire, Shipley, West Yorkshire died At Bradford, West Yorkshire on 10th December 1990
(Estate about £16,000)

THOMAS, ROSAMOND JOAN THOMAS, Spinster late of 108 Somervell Road, South Harrow, Middlesex died At Harrow on 3rd November 1990
(Estate about £70,000)

VINCENT, EVELINE IRENE VINCENT, Spinster late of 38 Wharf Hill, Winchester, Hampshire died At Winchester on 27th April 1989
(Estate about £7,000)

WRIGHT nee WILLIS, DORA WRIGHT nee WILLIS, Widow late of 22 Kinlet Road, Shooters Hill, London SE18 died There on 4th September 1991
(Estate about £90,000)

ZANKO, TEODOR ZANKO late of 70 Lanadown Road, Swindon, Wiltshire died At Swindon on 25th January 1989
(Estate about £62,000)

The kin of the above-named are requested to apply to the Treasury Solicitor (B.V.), Queen Anne's Chambers, 28 Broadway, London SW1H 9JS, failing which the Treasury Solicitor may take steps to administer the estate.

WINTER SPORTS

SIMPLY SKI Late availability fully catered chalets in Courchevel & La Plagne with ski guides. British Airways Heathrow departures from £249 pp. Tel 081 742 2641. ABTA C1281 ATOL 1922

LONDON

KENSINGTON Exhibitions. Luxury serviced flats. Tel. 081 451 3094. Fax 081 469 4422.

PUBLIC NOTICES

PASTORAL MEASURE 1983
The Church Commissioners have prepared a draft redundancy scheme providing for the demolition of the nave and aisle (but not the tower) of the redundant church of St Thomas at Becket, Pensford (Bath and Wells diocese) and the incorporation of the site into the churchyard. Copies of the draft scheme may be obtained from the Church Commissioners, 1 Millbank, London SW1P 3JZ to whom any representations should be sent within 28 days of the publication of this notice.

CLASSIFIED ADVERTISING

Please telephone the number listed below between 9am and 6pm, Monday to Friday (late evening 7.30 pm on Thursdays) 9.30am and 12.30pm on Saturdays

Private Advertisers:

Private 071-481 4000

Birth, Marriage and Death Notices ... 071-481 4000

FAX: 071 782 7827

WORD WATCHING

Answers from page 14

FANTASSIN
(c) An infantry soldier in the 17th and 18th centuries, from the diminutive of the Italian *fante* a foot-soldier: "Quaint fantassins with match-lock, musket, tuiwar, and bow."

TERSION
(c) The action of wiping, from the Latin *tergere, ters-* to wipe or rub: "Boyle found also that heat and tersion (or the cleansing or wiping of any body) increased its susceptibility of electric excitation."

FEWTERER
(a) A keeper of greyhounds, a corruption of the Gaulish Latin *vertragus* a greyhound, hence figuratively a worthless fellow who is not fussy about the company he keeps: "A dry nurse to his coughs, a fewterer/ To such a nasty fellow."

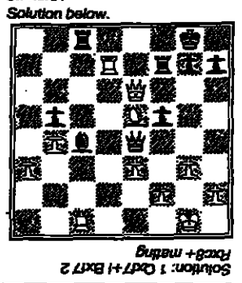
SISERARA
(c) A severe rebuke or scolding, a sharp blow, a torrent of language, a popular corruption of the writ of *a certiorari*: "Master Holdenough attacked it with such a siserary of Latin as might have scared the devil himself."

WINNING MOVE

By Raymond Keane,

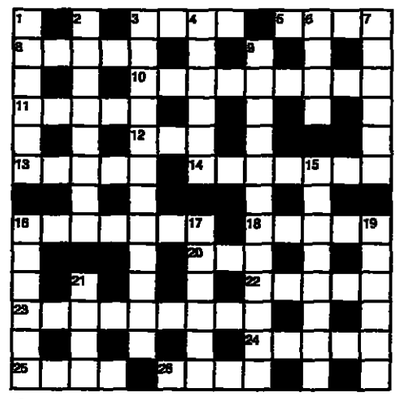
This position is a variation from the game Speelman – Chandler, Foreign & Colonial Hastings Premier 1991. Black lost the game by time forfeit before reaching this position, but this merely shortened the agony. How should white have finished off here?

Solution below.



Solution: 1 Qxf7+! Bxf7 2 Rxe8+ mating

CONCISE CROSSWORD NO 2701



ACROSS
3 Irish Republic (4)
5 Chowder mollusc (4)
8 Great surprise (5)
10 Capricious (9)
11 Cereal disease (5)
12 Female sheep (3)
13 Put off (5)
14 In the future (4,3)
16 Sweep (7)
18 Ulcerative skin disease (5)
20 Monkey (3)
22 Nobody (2-3)
23 Beneficial (9)
24 Track (5)
25 Smell (4)
26 Legend (4)

DOWN
1 Go up (6)
2 Wicketkeeper back-up (8)
3 Nicholas II execution site (12)
4 Hydrophobia (6)
6 Cargo (4)
7 "Help" call (6)
9 Extensively (2,4,6)
15 Tactful type (8)
16 Spirit (6)
17 Without difficulty (6)
19 Odorous (6)
21 Pair (4)

SOLUTION TO NO 2700
ACROSS: 1 Brahms 5 Schuss 8 Turn 9 Guinea 10 Armour 11 Idle 12 Tell tale 14 Croix de Guerre 17 Wishbone 19 Silk 21 Obtain 23 Airing 24 Cad 25 Swerve 26 Earner
DOWN: 2 Round 3 Hindemith 4 Started 5 Small 6 Hum 7 Squalor 13 Treasurer 15 Rainbow 16 Grenade 18 Ounce 20 Lance 22 Air

BBC 1

6.00 Ceefax (85030) 6.30 Breakfast News (60856585)
9.05 Kilroy. Robert Kilroy-Silk chairs a topical discussion (4236498)
9.50 Hot Chefs. Ruth Rogers and Rose Gray prepare sea bass with salsa verde (2091547)
10.00 News, regional news and weather (1210491) 10.05 Playdays (s) (3992363) 10.25 Stoppit and Tidyup (r) (4565568) 10.35 No Kidding. Mike Smith hosts the family quiz (s) (1754566)
11.00 News, regional news and weather 11.05 Cashwise. Gloria Hunniford counts the cost of running a car (s) (7384547) 11.30 People Today with Miriam Stoppard and Adrian Mills (8846905), including at 12.00 News, regional news and weather 12.20 Pebble Mill. Lunchtime entertainment with Alan Titchmarsh (s) (2683517) 12.55 Regional news and weather (72377127)
1.00 One O'Clock News and weather (99978)
1.30 Neighbours. (Ceefax) (s) (52526158)
1.50 Going for Gold. Henry Kelly hosts the European quiz (58926194)
2.15 Film: Came a Hot Friday (1984). Lively comedy set in 1949 New Zealand starring Philip Gordon and Peter Bland as two conmen, whose luck runs out at the race track. Directed by Ian Mune (591108)
3.50 Children's BBC: Melvin and Maureen's Music-a-Grams (s) (6171059) 4.05 Mr Nobody's Eyes. Joss Ackland reads the fourth of a five-part story for Jackanory (9359189) 4.20 The Further Adventures of SuperTed. Cartoon (r) (1386856) 4.30 Kevin's Cousins. Fourth of a six-part comedy drama series (9773108) 4.55 Newsround (5921194) 5.05 Blue Peter. (Ceefax) (s) (6227059)
5.35 Neighbours (r). (Ceefax) (s) (878160). Northern Ireland: Inside Ulster
6.00 Six O'Clock News with Anna Ford and Andrew Harvey. (Ceefax) Weather (363)
6.30 Regional news magazines (943). Northern Ireland: Neighbours (r). (Ceefax)
7.00 Top of the Pops (8721) 7.30 EastEnders. (Ceefax) (s) (127)
8.00 Last of the Summer Wine: That's Not Captain Zero. Sprightly comedy with the Yorkshire pensioners. Starring Bill Owen, Brian Wilde and Peter Sallis (r). (Ceefax) (s) (4769)
8.30 The Brittas Empire: Mums and Dads. Tedious comedy about the irritating manager of a leisure centre. With Chris Barrie (3276)
9.00 Nine O'Clock News with Martyn Lewis. (Ceefax) Weather (1276)

Birds: Pauline Quirke, Lesley Joseph, Linda Robson (9.30pm)

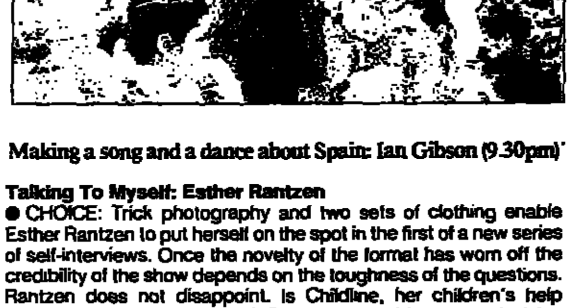
9.30 Birds of a Feather: Falling in Love Again. The Christmas 1990 edition of the comedy series about two prison widows. Sharon's husband faces mounting gambling debts. Starring Pauline Quirke, Linda Robson and Lesley Joseph (r). (Ceefax) (1012419)
10.45 Question Time. Peter Sissons chairs the debate from London's Queen Elizabeth II Conference Centre. He is joined by Kenneth Baker, the home secretary; Ann Taylor, MP, Labour's environment spokesperson; businessman Sir John Harvey-Jones; and barrister Christina Goma (297914). Northern Ireland: Spotlight (300108); 11.10 Spenser for Hire (768059)
11.45 Spenser for Hire: Trial and Error. Robert Urich stars as the former cop turned private eye (357092). Northern Ireland: 11.55 Question Time (116672)
12.35am Weather (6248054) 12.40 Close (5751054)
1.00 RCN Nursing Update. Education units on "Helping Patients and Clients to Benefit from Social Security" and "A Healthy Skin: Not as Common as You Think" (21783)
2.00 The Way Ahead (r) (8679561). Ends at 2.15

VideoPlus+ and the Video PlusCodes

The numbers now appearing next to each TV programme listing are Video PlusCode® numbers, which allow you to instantly programme your video recorder with a VideoPlus+® handset. VideoPlus+ can be used with most videos. Tap in the Video PlusCode for the programme you wish to record. For more details call VideoPlus on 0839 121204 (calls charged at 48p per minute peak, 36p off-peak) or write to VideoPlus+, VTM Ltd, 77 Fulham Palace Road, London W6 8JA. Videoplus+ (®), Pluscode (®) and Video Programmer are trademarks of Gemstar Marketing Ltd.

BBC 2

8.00 News (1955924) 8.15 Westminster (5679653)
9.00 Daytime on Two. Educational programmes
2.00 News and weather (18003924); You and Me (r) (70525818)
2.15 Advice Shop reports on the archaic visiting procedures for children of prisoners (7114721)
3.00 News and weather (4329295) followed by Westminster Live, including prime minister's questions (6125672) 3.50 News, regional news and weather (8949837)
4.00 Catchword (s) (856) 4.30 Behind the Headlines (740)
5.00 Cricket: Second Test – New Zealand v England. Peter Williams introduces highlights of the first day's play from Auckland (6127)
5.30 Food and Drink (r) (s) (932)
6.00 Film: The Wild Wild West Revisited (1979). Tongue-in-cheek western drama starring Robert Conrad and Ross Martin as secret government agents on the trail of a cunning adversary. Directed by Burt Kennedy. (Ceefax) (84301). Wales: See Hear!; 6.30 Deutsch Direkt; 6.55 Advice Shop Extra!; 7.00 Bazaar; 7.25 Experiment!
7.30 First Sight: Simpler, Fairer, Cheaper? Reporter Terry Dignan puts Michael Heseltine's description of his new Council Tax to the test (769). East: Matter of Fact; Midlands: Midlands Report; North, Northeast, Northwest: Close Up North; South: Southern Eyed; Southwest: Western Approach; West: Current Account
8.00 Redundant: Closing for Christmas? The first of four programmes about redundancy explores the fate of the staff of Tills of Battle, Britain's oldest ironmongers. (Ceefax) (5011)
8.30 Perpetual Motion: The Enfield Bullet Motorcycle
● CHOICE: The transport classics series comes up with another delectable subject and one that will be deeply nostalgic to those of a certain age. Younger viewers may simply be astonished that Britain once had the world's biggest motorcycle industry, replete with names such as BSA, Triumph and Norton. Royal Enfield of Redditch was a smaller company but no less distinguished. The Bullet was launched soon after the second world war and cost £171. Proving itself in trials, it become a treasured possession before first the spread of cheap cars and then Japanese competition sunk the industry and Royal Enfield with it. But the bike lives on. In the 1950s Royal Enfield set up a plant in Madras and it continues to flourish. The story is helped along with black and white clips and the memories of now elderly enthusiasts. (Ceefax) (1818)
9.00 A Bit of Fry and Laurie. Comedy series. (Ceefax) (s) (9818)
9.30 Fire in the Blood: Consuming Passions
● CHOICE: Ian Gibson presents a lively six-part series on Spain to mark the year of the Seville World Fair and the Barcelona Olympics. An Irish historian who settled in Spain in the late 1970s and took Spanish nationality, Gibson is an excellent choice. As he says, he is in the country but not of it. Mixing autobiography with shrewd observation, he is soon getting to the heart of the Spanish character. He pinpoints a passion for excess, which makes Spain one of the noisiest countries in the world and one with some of the hairiest car drivers. Gibson has no time for podgy little Franco, who held the Spanish down, and a lot for the tall and elegant King Juan Carlos, a monarch who pays his taxes. An entertaining programme is rounded off in Valencia, where elaborate effigies of Woody Allen and Madonna are set on fire as part of the town's annual festival. (Ceefax) (133769)



Making a song and a dance about Spain: Ian Gibson (9.30pm)

10.20 Talking To Myself: Esther Rantzen
● CHOICE: Trick photography and two sets of clothing enable Esther Rantzen to put herself on the spot in the first of a new series of self-interviews. Once the novelty of the format has worn off the credibility of the show depends on the toughness of the questions. Rantzen does not disappoint. Is Childline, her children's help charity, merely an ego trip? Does a busy life as a television personality and charity campaigner mean that she is a neglectful mother? If so, does she feel guilty? You can say that Rantzen the interviewee has plenty of time to think up the answers. She still manages to give the impression that her replies are spontaneous. The only grumble is that ten minutes go by too quickly. It is a pity that a good idea cannot be given more time. (Ceefax) (345479)
10.30 Newsnight (348059) 11.15 The Late Show (s) (960978)
11.55 Behind the Headlines (r) (755160) 12.25am Weather (6680764)
12.30-12.40 Weekend Outlook. Open University preview (3571870)

ITV

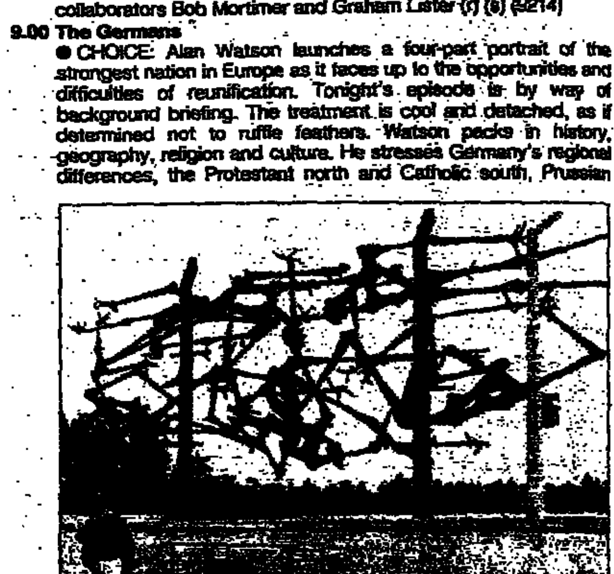
6.00 TV-am (6141498)
9.25 Keynotes. Musical quiz (6901092) 9.55 Thames News (6583818)
10.00 The Time . . . The Place. Topical discussion programme (5620382)
10.40 This Morning. Judy Finnigan and Richard Madeley host the family magazine programme (3714837). Including at 10.55 ITN News headlines, and at 11.55 Thames News
12.10 The Riddlers. Puppet series (9109634)
12.30 ITN News with John Suchet. (Oracle) Weather (5767450) 1.10 Thames News (39304450)
1.20 Home and Away. (Oracle) (61749363)
1.50 A Country Practice. Australian medical drama (s) (60716837)
2.20 TV Weekly. Anne Diamond with news and views about ITV and Channel 4 programmes (79284009)
2.50 Take the High Road (2652063) 3.15 ITN News headlines (4339672) 3.20 Thames News (4336585)
3.25 The Young Doctors. Today's third Australian soap (6695924)
3.55 Children's ITV: Toucan Tecs. Cartoon (8935634) 4.05 Runaway Bay. Caribbean adventure series (4322059) 4.35 Dangermouse. (Oracle) (s) (9767547) 5.00 Porky Pig. Cartoon (r) (1220498)
5.10 Blockbusters. Bob Holness hosts the general knowledge quiz for teenagers (6211498)
5.40 ITN News with Fiona Armstrong. (Oracle) Weather (368081)
5.55 Thames Help with Jackie Spreckley (r) (355160)
6.00 Home and Away (r). (Oracle) (289)
6.30 Thames News. (Oracle) (951)
7.00 Emmerdale. The villagers line up for a photograph. (Oracle) (2419)
7.30 Fresh Fields: The Naked Truth. A repeat showing of John Chapman's amiable comedy series. Hester is alarmed when William asks her to entertain a client from the Middle East. Starring Julia McKenzie and Anton Rodgers (r) (295)
8.00 The Bill: Not Waving. A student nurse is assaulted. Is the obvious suspect guilty? (Oracle) (9837)
8.30 This Week: The Second Siege of Leningrad. St Petersburg, formerly Leningrad, is facing its worst food crisis since the second world war. This Week reports on attempts by European officials to get emergency food aid into the city's shops. What will happen if President Yeltsin's gamble, to abandon price controls and to encourage the creation of a Western market economy, fails? (Oracle) (1672)

Not a lot of smiles: Macpherson, Duff and McManus (9.00pm)

9.00 Taggart: Double Exposure. Mark McManus stars as the tough detective in the first of a three-part investigation. (Oracle) (8295)
10.00 News at Ten with Trevor McDonald and Alastair Stewart. (Oracle). Weather (39127) 10.30 Thames News (985189)
10.40 Prisoner: Cell Block H (447769)
11.30 01. The entertainment magazine reviews the film Double Impact starring Jean-Claude Van Damme, and attends the opening night of The Cotton Club at the Aldwych Theatre. Music is from They Might Be Giants (s)(64740)
12.00 A Problem Aired. Dr John Cobb talks to a woman who has a phobia about mice (19431)
12.30am Alfred Hitchcock Presents: Murder in Mind. A mystery writer lets her imagination run riot. With Melissa Anderson (50290)
1.00 Film: How to Be an Honest Cop (1967). French comedy about a bumbling policeman in St Tropez. Starring Louis de Funès. With English dialogue. Directed by Jean Girault (86035)
3.00 The Truth About Women. Eve Pollard talks to Diane Abbott, Maeve Haran and Kate Saunders about feminism (66783)
3.30 Murphy's Law. Lighthearted drama starring George Segal as an insurance investigator (r) (94412)
4.30 America's Top Ten (r) (s) (67412)
5.00 Videofashion (r) (20493)
5.30 ITN Morning News with Tim Neilson (87832). Ends at 6.00

CHANNEL 4

6.00 Channel 4 Daily (6132740)
9.25 Schools (87188586)
12.00 The Parliament Programme. Nicholas Owen with news from both Houses (29740)
12.30 Business Daily (55653)
1.00 Sesame Street. The guests are American film critics Siskel and Ebert (50108)
2.00 Film: George White's 1935 Scandals (1935, b/w). Vintage musical, directed by and starring George White as an eminent Broadway producer who discovers a small-town star (Alice Faye) (326721)
3.45 Post Impressions. Film about the four stamps issued to commemorate the 250th anniversary of the birth of Sir Richard Arkwright, a leading figure in the history of British textiles (6132160)
4.00 A Brush with Art: Brixham Harbour. In the last programme of the series, Alwyn Crawshaw paints boats and reflections of distant buildings (924)
4.30 Countdown. Richard Whiteley and Carol Vorderman host the word game. With Philip Frank in the dictionary corner (s) (108)
5.00 The Oprah Winfrey Show: Demi Moore. The actress talks about her forthcoming film The Butcher's Wife, her marriage to Bruce Willis, and her controversial nude cover for Vanity Fair, taken while she was pregnant (1539634)
5.55 Laurel and Hardy. Cartoon (r) (386030)
6.00 The Crystal Maze. Richard O'Brien guides six contestants through the maze (r) (s) (63672)
7.00 Channel 4 News with Jon Snow and Zeinab Badawi. (Teletext) Weather (423011) 7.50 Comment (632301)
8.00 Free for All. Viewers produce their own programme (7479)
8.30 Vic Reeves Big Night Out. Anarchic comedy with Vic Reeves and collaborators Bob Mortimer and Graham Lister (r) (s) (9214)
9.00 The Germans
● CHOICE: Alan Watson launches a four-part portrait of the strongest nation in Europe as it faces up to the opportunities and difficulties of reunification. Tonight's episode is by way of background briefing. The treatment is cool and detached, as if determined not to ruffle feathers. Watson packs in history, geography, religion and culture. He stresses Germany's regional differences, the Protestant north and Catholic south, Prussian respect for authority and Bavarian lack of it. He offers a useful sketch of Luther and the Reformation and a potted history of Germany from Bismarck to Hitler. The only contentious note is the use of Goethe's Faust as a metaphor for 20th century Germany selling its soul to the devil. Otherwise the film is as innocuous as a schools broadcast. But there is the hint of a sharper edge in future programmes which tackle democracy, the economy and the next generation. (Teletext) (s) (6837)



Lest they forget: a remembrance sculpture at Dachau (9.00pm)

10.00 Brides of Christ: Frances. Second of a six-part Australian drama about life in a Sydney convent in the 1960s. A new girl (Naomi Watts) hides a guilty secret. (Teletext) (s) (3317214)
11.05 Just for Laughs: Fame and Fortune. Roseanne Barr and Kate and Allie's Jane Curtin perform at the Montreal comedy festival (354295)
11.35 Russian New Music. Leo Feigin presents the first of ten programmes on musical developments in the former Soviet Union, beginning with the pianist Sergey Kuryokhin and his entourage, known as Pop Mechanics (111127)
12.35am The Street: One Crazy Night. American police drama series (1788219). Ends at 1.00

ITV VARIATIONS

ANGLIA

As London except: 5.10pm-5.40 Who's the Boss? (6211498) 6.25-7.00 Anglia News (825160) 7.30-8.00 In Time of War (295) 10.40 Anglia Tonight (319856) 11.10 Wideangle (355924) 11.40-12.35am Prisoner: Cell Block H (471011)

CENTRAL

As London except: 2.50pm-3.15 The Young Doctors (2652063) 3.25-3.55 Take the High Road (6695924) 5.10-5.40 Blockbusters (6211498) 6.25-7.00 Central News (825160) 7.30-8.00 In Time of War (295) 10.40 Central Lobby (319856) 11.10 First Night (355924) 11.40 Married. With Children (786030) 12.10am Murphy's Law (3103986) 1.05 Video View (2841615) 2.05 America's Top Ten (6507073) 2.35 Vivid (5882696) 3.05 Donahue (4719054) 4.00 Raw Power (1063528) 4.55-5.30 Jobfinder '92 (3101493)

GRANADA

As London except: 6.30pm-7.00 Granada Tonight (951) 7.30-8.00 In Time of War (295) 10.40 Families (154547) 11.35 Married with Children (794059) 12.05am Film: Lone Wolf McQuade (46661948) 2.10 America's Top Ten (6506344) 2.40 Videofashion (5881967) 3.05 Casey Kasem's Rock 'n' Roll Goldmine (4751030) 3.55 Film: The Great Chase (9885325) 5.25-5.30 Jobfinder (9536677)

HTV WEST

As London except: 1.50pm-2.20 The Young Doctors (60716837) 3.25-3.55 A Country Practice (6695924) 5.10-5.40 Home and Away (6211498) 6.00 HTV News (289) 6.30-7.00 Blockbusters (951) 7.30-8.00 In Time of War (295) 10.40 The West This Week (319856) 11.10 Police 25 (355924) 11.40 Prisoner: Cell Block H (350189)

HTV WALES

As HTV West except: 6.00pm-6.30 Wales at Six 7.30-8.00 Wales and Westminster 10.40 Wales This Week 11.10-11.40 Voyager – the World of National Geographic

TSW

As London except: 2.50pm-3.15 The Young Doctors (2652063) 3.25-3.55 Home and Away (6696653) 5.10-5.40 Take the High Road (6211498) 6.00 TSW Today (734653) 6.30-7.00 Blockbusters (951) 7.30-8.00 In Time of War (295) 10.40 Soap (319856) 11.10 Prisoner: Cell Block H (841721) 12.05am Film: Lone Wolf McQuade (46661948) 2.10 America's Top Ten (6506344) 2.40 Videofashion (5881967) 3.10 Casey Kasem's Rock 'n' Roll Goldmine (2550141) 3.55 Film: The Great Chase (9885325) 5.25-5.30 Jobfinder (9536677)

TVS

As London except: 1.50pm-2.20 The Young Doctors (60716837) 3.25-3.55 Sons and Daughters (6695924) 5.10-5.40 Home and Away (6211498) 6.00 Coast to Coast (289) 6.30-7.00 Blockbusters (951) 10.40 Shape Up, Ship Out (319856) 11.10 Prisoner: Cell Block H (841721) 12.05am-1.00 Matlock (3106073)

ULSTER

As London except: 1.50pm-2.20 Sons and Daughters (60716837) 3.25-3.55 Bon Voyage (6695924) 5.10-5.40 Home and Away (6211498) 6.00 Six Tonight (289) 6.30-7.00 Glenroe (951) 7.30-8.00 Opening Nights (295) 11.10 Money Talks (625295) 11.30 Classic Rallying Success (533585) 12.05am Film: Lone Wolf McQuade (46661948) 2.10 America's Top Ten (6506344) 2.40 Videofashion (5881967) 3.10 Casey Kasem's Rock 'n' Roll Goldmine (2550141) 3.55 Film: The Great Chase (9885325) 5.25-5.30 Jobfinder (9536677)

YORKSHIRE

As London except: 5.10pm-5.40 Home and Away (6211498) 6.00 Calendar (289) 6.30-7.00 Blockbusters (951) 7.30-8.00 In Time of War (295) 10.40 Calendar Commentary (319856) 11.10 Time Please (355924) 11.40 Film: The Gumball Rally (787160) 1.40am Night Heat (8863344) 2.40 America's Top Ten (5881967) 3.10 CinemAttractions (86997528) 3.40 Music Box (4619696) 4.40-5.30 Jobfinder (1851696)

RTE 1

Starts: 12.10pm Oireachtas Report (82575030) 12.30 Look Here (3251092) 1.00 News (1444011) 1.30 Aertel Financial Pages (84528160) 1.40 Science, Technology and Everyday Life 1870-1950 (89218853) 2.05 The Love Boat (8779540) 3.00 Live at Three (2478295) 4.00 News (56800498) followed by Emmerdale (58077769) 4.30 South Riding (5807382) 5.30 A Country Practice (3706189) 6.00 The Angelus (9055498) 6.01 Six-One (6808943) 6.45 Garda Patrol (8207301) 7.00 Top of the Pops (4686295) 7.30 Opening Nights (3718566) 8.00 Secret History: Bloody Sunday (6768491) 9.00 News (2441009) 9.25 A Budget Broadcast on Behalf of the Government (1132127) 9.35 Today Tonight (5262905) 10.15 Challenging Times (3181740) 10.45 Booklines (3180011) 11.15 Love at First Sight (6076108) 11.40 News (3176011) 11.50 Close

NETWORK 2

Starts: 12.30pm Bosco (16076301) 3.00 The Den (16732950) 6.30 Home and Away (90520127) 7.00 Nuacht (66616081) 7.08 Cursai (14788295) 7.25 Glenroe (89335382) 8.00 News (75164045) followed by Marketplace (41316450) 8.30 Visions of Europe (23620522) 9.00 Murphy Brown (72516740) 9.30 News (37393924) followed by Knots Landing (43449566) 10.30 Nighthawks (18046818) 11.00 News (15288276) 11.20 Oireachtas Report (15297924) 11.45 Close

SATELLITE

SKY ONE

● Via the Astra and Marcopolo satellites. 6.00am The DJ Kat Show (23537561) 8.40 Mrs Pepperpot (6336257) 8.55 Playabout (3479889) 9.10 Cartoons (9236764) 9.30 What A Country (73290) 10.00 Maude (15851) 10.30 The Young Doctors (74431) 11.00 The Bold And The Beautiful (27257) 11.30 The Young And The Restless (92431) 12.30pm Barnaby Jones (94035) 1.30 Another World (2043825) 2.20 Santa Barbara (80134528) 2.45 Wife Of The Week (181412) 3.15 The Brady Brides (188325) 3.45 The DJ Kat Show (7025851) 5.00 Diff'rent Strokes (7677) 5.30 Bewitched (9577) 6.00 Facts Of Life (9290) 6.30 Candid Camera (3670) 7.00 Love At First Sight (8211) 7.30 Parker Lewis Can't Lose (9054) 8.00 Rags To Riches (13832) 9.00 Hunter (33696) 10.00 W.W.F. Superstars Of Wrestling (36783) 11.00 Film: The Fugitive Samurai (23677)

SKY NEWS

● Via the Astra and Marcopolo satellites. News on the hour. 6.00am News (4095832) 9.30 Nightline (33412) 10.30 Retrospective 1970-1991 (72073) 11.00 Dayline (27239) 11.30 Newsline (90073) 12.30pm Good Morning America (92677) 1.30 Good Morning America (93306) 2.30 Parliament Live (32986) 3.30 The Lords (20948) 4.30 Retrospective 1970-1991 (6967) 5.00 Live At Five (76054) 6.30 Newsline (82054) 8.30 Retrospective 1970-1991 (24528) 10.30 Newsline (77986) 11.30 ABC News (46528) 12.30am Newsline (31130) 1.30 ABC News (26517) 2.30 Holiday Destinations (33486) 3.30 ABC News (38913) 4.30 Those Were The Days (70826) 5.30 Newsline (44197)

SKY MOVIES+

● Via the Astra and Marcopolo satellites.
6.00am Showcase (3147734)
10.00 Little Monsters (1989): A young boy befriends a monster (86122)
12.00 The Mirror Crack'd (1980): Agatha Christie thriller (20783)
2.00pm Palm Springs Weekend (1963): A group of teenagers plan a weekend of fun on the beach (27035)
4.00 The Detective Kid (1989): Youthful adventure (85296431)
5.40 Entertainment Tonight (847677)
6.00 Eliminators (1986): An unlikely team of heroes go on an adventure (47899)
8.00 The Fourth War (1990): Roy Scheider in post-Cold War thriller (47895412)
9.40 US Top Ten (625219)
10.00 Wisdom (1987): Emilio Estevez in modern-day Robin Hood tale (623832)
11.40 The Punisher (1990): Dolph Lundgren in cartoon-hero adventure (583702)
1.10am House Of Usher (1990): Oliver Reed in Edgar Allan Poe mystery (2345352)
2.40 Ragewar (1983): Anthology fantasy picture (8564081)
4.00 Listen To Me (1989): College abortion drama (467994) To 6.50

THE MOVIE CHANNEL

● Via the Astra and Marcopolo satellites.
6.15am I'm No Angel (1933): Classic Mae West movie (955493)
8.15 Windwalker (1981): A dying Cheyenne has yet to avenge the murder of his wife and child. He returns after death (785829)
10.15 Cimarron (1960): Oscar-winning family epic (75599561)
12.45pm Loser Takes All (1956): Gambling trouble in Monte Carlo for a honeymooning couple (520832)
2.15 Ishtar (1987): Comedy adventure starring Warren Beatty and Dustin Hoffman (309561)
4.15 The Brave Little Toaster (1987): Animated adventures (38014528)
6.05 The Tall Men (1955): Epic western adventure (76753621)
8.15 Fresh Horses (1988): Passionate teenage romance about an ill-suited couple (12397561)
10.05 Internal Affairs (1990): Thriller starring Andy Garcia (322431)
12.05 The Heist (1989): A young man seeks revenge on the crook who got him sent to prison for a crime he did not commit (712265)
1.45 Dealers (1989): Paul McGann in City drama (865265)
3.20 The Killer Elite (1975): Hard-hitting action (725994). To 5.20

THE COMEDY CHANNEL

● Via the Astra satellites.
4.00pm Mr Ed (4783) 4.30 Petticoat Junction (4257) 5.00 The New Leave It To Beaver (7764) 5.30 Greenacres (1219) 6.00 Here's Lucy (1832) 6.30 F Troop (5412) 7.00 McHale's Navy (7528) 7.30 The Addams Family (1696) 8.00 Are You Being Served? (3946) 8.30 Babes (5783) 9.00 Hogan's Heroes (72035) 9.30 Here's Lucy (69122) 10.00 In Living Color (30122) 10.30 The Addams Family (49870)

SKY SPORTS

● Via the Astra and Marcopolo satellites.
6.30am Aerobicise (84141) 7.00 Rugby League Classic (83764) 9.00 Aerobicise (82561) 9.30 Netbusters (8284618) 9.55 Ford Snow Report (5695899) 10.00 Red Line (96829) 11.00 Iron Man (82035) 12.00 Aerobicise (14275) 12.30pm Rugby League Classic (77219) 2.30 World Of Adventure (58948) 3.30 Ski Report (79238) 4.30 Super Trax (98580) 5.30 Motor World (9219) 6.00 Sky Soccer Weekend (39967) 7.00 Figure Skating – The Lalique Trophy (48324) 9.00 Soccer (73238) 10.00 Superbouts (76325) 11.00 FA Cup Special (70509) 1.00am British Rugby League (55246)

EUROSPORT

● Via the Astra satellite.
8.00am Basketball (36035) 9.30 Road To Albertville (45528) 10.00 Euro Fun Magazine (40561) 10.30 Trans World Sport (32219) 11.30 Football (27141) 12.30pm Motorsport News (48344) 1.00 Kick Boxing (90344) 2.30 Tennis (7700054) 8.30 Eurosport News (8851) 9.00 Boxing (33122) 10.30 Tennis: Davis Cup singles (51290) 12.00 Eurosport News (70538)

SCREENSPORT

● Via the Astra satellite.
7.00am Eurobics (85122) 7.30 US Men's Pro Ski Tour 1991/2 (96847) 8.00 German League Basketball (41509) 9.30 Eurobics (41702) 10.00 Frankfurt International Horse Show (93141) 11.00 NHL Ice Hockey (83412) 1.00pm International Showjumping (40073) 2.00 Eurobics (2054) 2.30 World Cup Ski Report (9073) 3.00 Luge (37948) 4.00 Tennis (2275) 4.30 Pilots (6509) 5.00 Ford Ski Report (5141) 6.00 NBA Action 1992 (7342) 6.30 NHRA Drag Racing (64509) 7.30 Gillette World Sports Special (7238) 8.00 Go – International Motorsport (84344) 9.00 Formula One Grand Prix Films (45967) 9.30 NBA Basketball (70848) 11.00 Top Rank Boxing (72239) 12.30pm World Cup Ski Report (22401) 1.00 Go – International Motorsport (71082) 2.00 NHL Ice Hockey (80081) 4.00 World Snooker Classics (13333)

LIFESTYLE

● Via the Astra satellite.
10.00am The Great American Gameshows (8278035) 10.50 Lifestyle Coffee Break (8287498) 10.55 Sell-A-Vision (2909764) 11.25 Great Chefs Of New Orleans (1013431) 12.00 Sally Jessy Raphael (4093677) 12.50pm Star Time (46182580) 12.55 Search For Tomorrow (9472431) 1.20 Skyways (3380870) 2.20 Lifestyle Plus (40519054) 2.30 Power Hits USA (3808670) 3.25 Sell-A-Vision (1510325) 3.50 Lifestyle Tea Break (8350561) 4.00 Dick Van Dyke Show (5493) 4.30 The Great American Gameshows (3507412) 5.25 The Tony Randall Show (2917054) 6.00 The Sell-A-Vision Shopping Programme (741590) 9.00 Jukebox Music Videos (8872986)

RADIO 3

6.55am Weather; News headlines
7.00 Morning Concert: Haydn (Baryton Trio in D, HX164); Salieri (Flute and Oboe Concerto in C) 7.30 News
7.35 Morning Concert cont: Janáček (Prelude: The Makropulos Affair); Chopin (Spring: The Sad River Op 74 Nos 2 and 3); Rossini (String Sonata No 6 in D); Beethoven (Piano Trio in D, Ghost, Op 70 No 1)
8.30 News
8.35 Composers of the Week: Gustav Holst (Hammersmith Prelude and Scherzo; Lyric Movement; Three Pieces for oboe and string quartet; Egdon Heath)
9.35 Solo Clarinet Plus: Steve Bennett plays works for unaccompanied clarinet by Stadler, Bach, Uhl, Genzmer and Karg-Elert, interspersed with Zelenka (Capriccio, No 1); Mozart (Six Notturni), Bach (Concerto for three harpsichords and strings, BWV 1063); Chopin (Etudes Op 10, No 5, Black Keys; No 12, Revolutionary, with Vladimir Horovitz on piano); Vaughan Williams (Fantasia on a Theme by Thomas Tallis); Karg-Elert (March triomphale)
11.25 BBC Philharmonic under John Hopkins with Karin Adam, violin. Vaughan Williams (Symphony No 6 in E minor); Sibelius (Violin Concerto in D minor); Elgar (Overture, In the South, Alassio) (r)
1.00pm News
1.05 Birmingham Lunchtime Concert: The Raphael Ensemble plays Schubert (Trio in B flat, D471) and Bruckner (Quintet in F), live from Pebble Mill
2.00 Dots for Tots: BBC Northern Singers under Stephen Wilkinson with Robin Ireland, viola, and Martin Roscoe, piano, performs Petr Eben (Upravy Narodnich Pisni – UK premiere); Schumann (Album for the Young, Op 68, Nos 1, 2, 8, 10, 16, 23, 26, 12); Janáček (Rikadla), incl 2.50 Polly James reads A Pottle o' Brains, 2.55 Pedro de Zulueta (The Walrus and the Carpenter); Schumann (Märchenbilder); Walford-Davies (Eight Nursery Rhymes)
3.50 BBC Conert Orchestra under Jiří Stárek plays Novák (Overture: Marysa, Op 18); Weinberger (Under the Spreading Chestnut Tree)
4.25 Britten String Quartet with Duncan McTier, double bass, plays Schubert (Quartet in E flat, D 87); Richard Elfyn Jones (Quintet, first broadcast); Dvořák (Quintet in G, Op 77)
5.30 Mainly for Pleasure, with Jeremy Nicholas
6.55 News
7.00 La Dueña (FM only from 8.25)
● CHOICE: Radio 3 isn't going to allow us to forget that 1992 is Madrid's turn to be culture capital of Europe. No one should complain about this so long as Radio 3 transmits high-quality events such as tonight's live relay from Madrid's Zarzuela Theatre of Roberto Gerhard's three-act opera which, except for a couple of concert performances, has never been staged. Astonishingly, the cast is 95 per cent British, and includes Richard van Allan and Felicity Palmer. Antoni Ros Marbà conducts
8.25-5.00am Test Match Special (MW only): New Zealand v England. Second day of the second Test from Auckland
10.00 Snapshots of Madrid (FM only): In the third of four sound postcards, Maria Lozano and Carmen Rico-Godoy talk to Isabel Sotto about the emancipation of Spanish women in both public and private
10.15 Beethoven (FM only): Allan Schiller, piano, plays 12 Variations on a Russian Dance, WoO 71; Sonatas in G minor and in G, Op 49 Nos 1 and 2; Bagatelles, Op 119 (r)
11.00 Jazz By Arrangement (FM only): In the last of the series, John Dankworth plays records by Duke Ellington and John Kirby (r)
11.30 News (FM only)
11.35 Composers of the Week (FM only): Berlioz (Chant sacré; Quaerens me; Lacrymosa; Offertorium and Hostias, Grande Messe des Morts; Méditation religieuse, Tristia; The Flight into Egypt, The Childhood of Christ) (r)
1.00am Night School (FM only). Not Scotland. As R5 this morning

RADIO 4

(s) Stereo on FM.
5.55am Shipping Forecast 6.00 News Briefing, incl 6.30 Weather 6.10 Farming Today 6.25 Prayer for the Day
6.30 Today, incl 6.30, 7.00, 7.30, 8.00, 8.30 News 6.55, 7.55 Weather, 7.25, 8.25 Sport 8.40 Yesterday in Parliament
8.58 Weather
9.00 News
9.05 Face the Facts: With John Waite (r)
9.30 Never the Same Again: The story of a couple, Helen and John, who had been foster parents for six years when they were told that a child had been sexually abused while in their care, allegedly by John's own father
10.00-10.30 No Commitments (FM only): Fourth in a six-part series by Simon Brett (s)
10.00 News: An Act of Worship (LW only)
10.15 The Bible (LW only): Hannah Gordon reads from the Psalms
10.30 Woman's Hour: Marya Burgess assesses the psychic power of children; Oxfam's Jenny Borden on famine in Africa; interviews with Alex Shulman, new editor of Vogue, the guitarist Nicola Hall and a woman thatcher, incl 11.00 News
11.30 From Our Own Correspondent
12.00pm News: You and Yours
12.25 Galahad at Blandings: A dramatisation of P. G Wodehouse's classic novel, starring Ian Carmichael, Richard Vernon and Elizabeth Spriggs (2 of 4) (s)
12.55 Weather
1.00 News 1.40 The Archers (r)
2.00 News, Australian in Donegal, by Harry Barton. An Australian discovers the true story of his great grandfather's transportation (s)
3.00 Down Your Way (FM only) (r)
3.40 Poetry Please! (FM only) (s)
3.00 News: Prime Minister's Questions (LW only)
4.00 News
4.05 Kaleidoscope: Includes features on the Bristol Old Vic and the Bristol New Vic; and reviews of Brian Friel's The Faith Healer at the Royal Court and Alan Bennett's Talking Heads at the Comedy Theatre (s)
4.45 Short Story: A Day at the Seaside, by Linda Kempton
5.00 PM
5.50 Shipping 5.55 Weather
6.00 News
6.30 Looking Forward to the Past: Robert Booth and guests dip into the past (s) (r)
7.00 News
7.05 The Archers
7.20 Death of a Kind Gentleman (FM only):
● CHOICE: Simon Callow was spellbound by Micheal MacLiammoir, the subject of this radio tribute. We recall that he also hero-worshipped Charles Laughton, the subject of his 1987 book. We also recall that his Laughton biography was idolatry without gush, which is true of his life of MacLiammoir, an actor larger than life only to those whose artistic vision was narrower than his. Surprisingly, then, Gielgud sniffily dismisses him in a sentence. Yeats thought he was the definitive reader of his words. Orson Welles thought he was the greatest Iago ever. His Oscar Wilde is part of theatrical mythology (s) (r)
7.20 Woman's Hour (LW only) (r)
8.00 The Power and the Glory?: In the last of the series, James Naughtie talks to Lawrence Eagleburger, deputy secretary at the State Department, who says: "We muddle through. We're not efficient as a Government."
8.45 Truth to Tell: The Real Robinson Crusoe. Anthony Smith tells an extraordinary true story (r)
9.00 Does He Take Sugar?: The magazine for disabled listeners
9.30 Kaleidoscope (s) (r)
9.45 The Financial World Tonight (s)
9.59 Weather
10.00 The World Tonight (s)
10.45 A Book at Bedtime: The South by Colm Toibin. Read by Maureen O'Brien (s)
11.00 Dracula: In the final episode, Renfield's confession points the way to Dracula's lair (s)
11.30 Today in Parliament
12.00am News 12.27 Weather
12.33 Shipping 12.43 FM closes/LW joins World Service

FREQUENCIES: Radio 1: 1053kHz/285m;1089kHz/275m;FM-97.6-99.8 Radio 2: FM-88-90.2. Radio 3: 1215kHz/247m. FM-90.2-92.4 Radio 4: 198kHz/1515m;FM-92.4-94.6 Radio 5: 693kHz/433m, 909kHz/330m. LBC: 1152kHz/261m; FM 97.3 Capital: 1548kHz/194m FM 95.8 GLR: 1458kHz/206m, FM 94.9; World Service: MW 648kHz/463m

RADIO 1

FM Stereo and MW. 4.00am Gary King (FM only) 6.00 Simon Mayo 9.00 Simon Bates 12.30pm Newsbeat 12.45 Gary Davies Says: Let's Do Lunch 3.00 Steve Wright in the Afternoon 5.30 News 92 6.00 Round Table: Jakki Brambles hosts a discussion of this week's releases 7.00 The Essential Selection with Pete Tong 10.00 Friday Rock Show with Tommy Vance 12.00 Andy Peebles Double Bill (FM only) – Soul Train 2.00 Night Train

RADIO 2

FM Stereo. 4.00am Steve Madden 6.30 Brian Hayes 9.30 Ken Bruce 11.30 Jimmy Young 2.00pm Gloria Hunniford 3.30 Ed Stewart 5.05 John Dunn 7.00 Mind Your Own Business! 7.30 Friday Night is Music Night 8.45 Penelope Thwaites at the piano 9.00 Listen to the Band: Roy Newsome introduces the Central Band of the RAF under Wing Commander Barrie Hingley 10.00 Radio 2 Arts Programme: Alan Titchmarsh presents the programme live from Birmingham, including the Royal Ballet Gala at Symphony Hall and The Pocket Dream at Nottingham Playhouse in a pre-West End run 12.05am Jazz Parade

RADIO 5

News and Sport on the hour to 7.00pm. 6.00am World Service. Newsdesk 6.30 Morning Edition 9.00 Schools: Topic Resources: 9.10 History; 9.35 The Music Box. 9.45 Something to Think About, 10.00 Music Workshop 10.25 1,2,3,4,5 10.40 Johnnie Walker with the AM Alternative 12.30pm Caribbean Magazine 1.15 1,2,3,4,5 1.30 BFBS Worldwide Simon and the Squad 2.30 World Service: Global Concerns; 2.45 The International Money Programme, 3.05 Outlook; 3.30 Focus on Faith; 4.05 Network UK 4.25 Five Aside 7.15 Vlad the Dracula Returns. In the final episode, Vlad gets kidnapped 7.30 King Street Junior 8.00 Multitrack 1 8.30 Vibe-line 9.30 Room 101 10.10 Rave

WORLD SERVICE

All times in GMT. 4.30am World Business Report 4.40 Travel and weather news 4.45 News and Press Review in German 5.00 Morgenmagazin 5.20 Tips fur Touristen 5.24 News in German 5.30 Europe Today 5.59 Weather 6.00 Newsdesk 6.30 Londres Matin 6.59 Weather 7.00 World News 7.09 24 Hours live followed by News Summary 7.30 The Problem of Evil 8.00 World News 8.09 Words of Faith 8.15 Music Review 9.00 World News 9.05 World Business Report 9.15 Global Concerns 9.30 Seven Seas 9.45 Sports Roundup 10.00 News Summary 10.01 Focus on Faith 10.30 World Rankin' 11.00 Newsdesk 11.30 Londres Midi 11.45 Mittagsmagazin 11.59 Weather 12.00 World News 12.09pm News about Britain 12.15 The Problem of Evil 12.45 Sports Roundup 1.00 Newshour 2.00 World News 2.05 Outlook live 2.30 Off the Shelf: Empire of the Sun 2.45 Global Concerns 3.00 World News 3.15 Music Review 4.00 World News 4.09 News about Britain 4.15 BBC English 4.30 Heute Aktuell 5.00 World News & Business Review 5.15 The World Today 5.30 Londres Soir 6.14 BBC English 6.29 News summary 6.30 Heute Aktuell 7.00 German features 7.54 News in German 8.00 World News & Business Review 8.15 Londres Derniere 8.30 Europe Tonight 9.00 Newshour 10.00 World News 10.05 Replace a Disc 10.20 People and Politics 10.50 Sports Roundup 11.00 World News 11.05 World Business Report 11.15 Worldbrief 11.30 Multitrack 3 12.00 Newsdesk 12.30am From the Weeklies 12.45 Recording of the Week 1.00 World News 1.05 Outlook 1.30 Seeing Stars 1.45 Jazz Now and Then 2.00 Newsdesk 2.30 People and Politics 3.00 World News 3.09 News about Britain 3.15 Sports Roundup 3.30 The Vintage Chart Show 4.00 Newsdesk.

COMPILED BY GILLIAN MAXEY AND CAROLINE DONALD
TV CHOICE PETER WAYMARK/RADIO CHOICE PETER DAVALLE